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# EARL FERRIS NURSERY CO.

## HAMPTON, IOWA

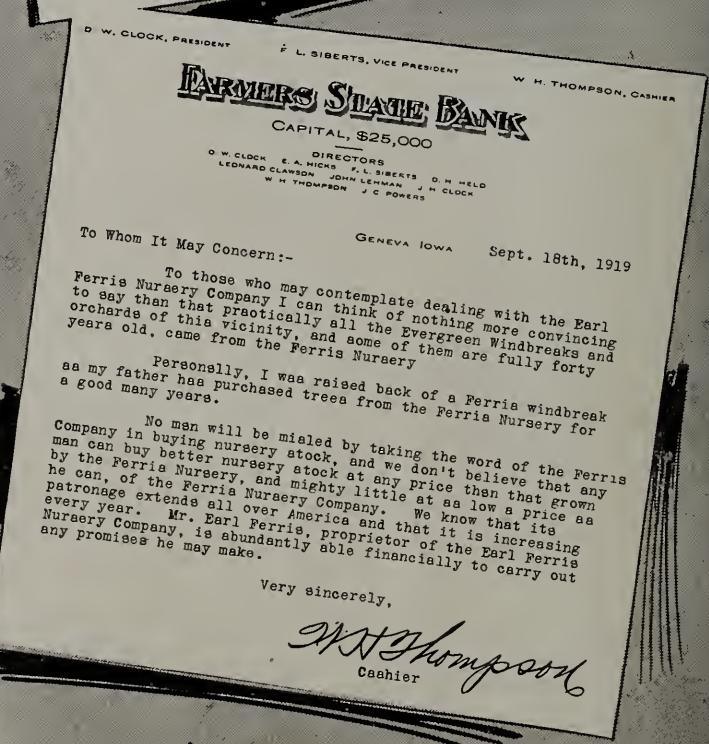
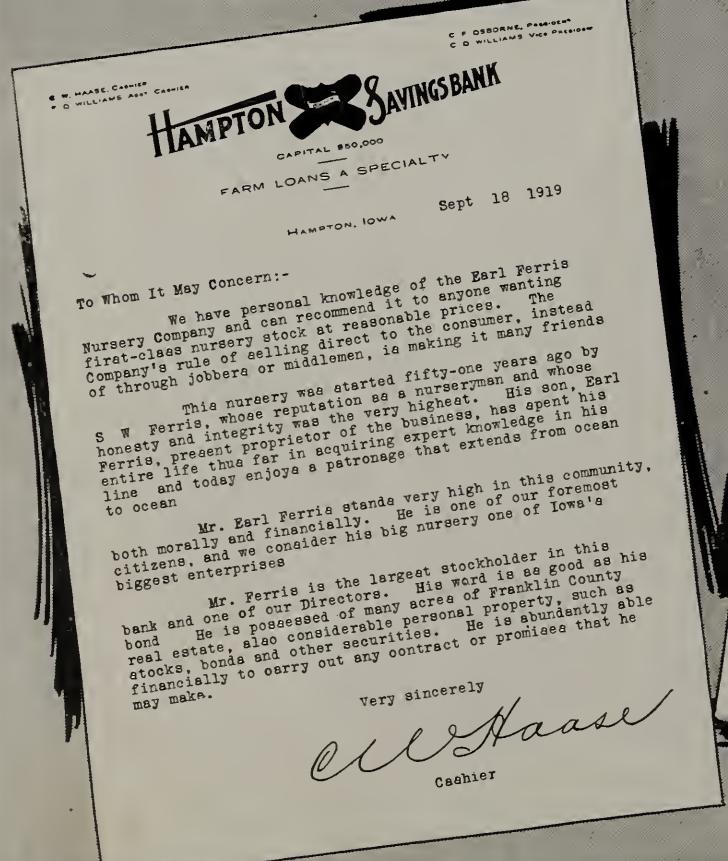
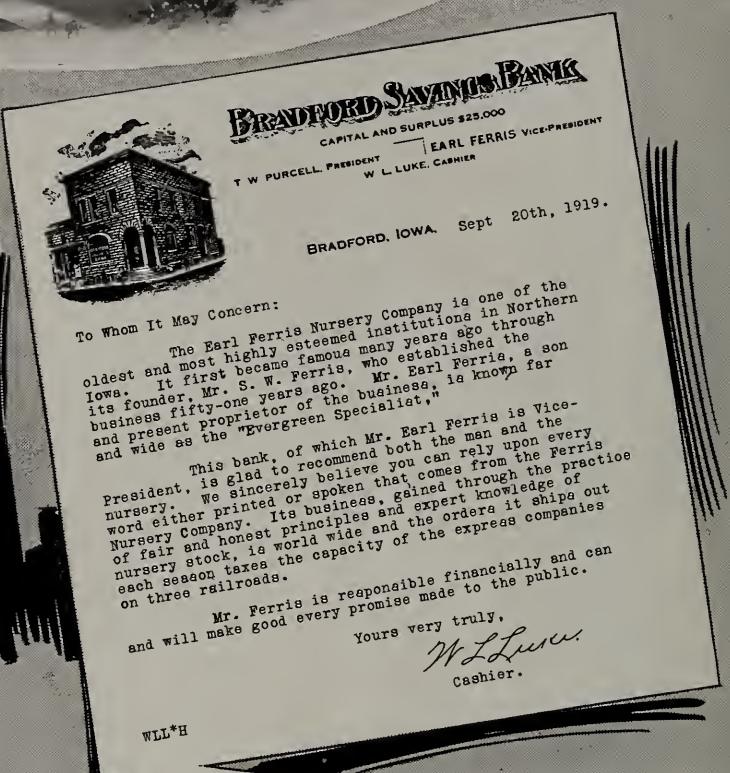
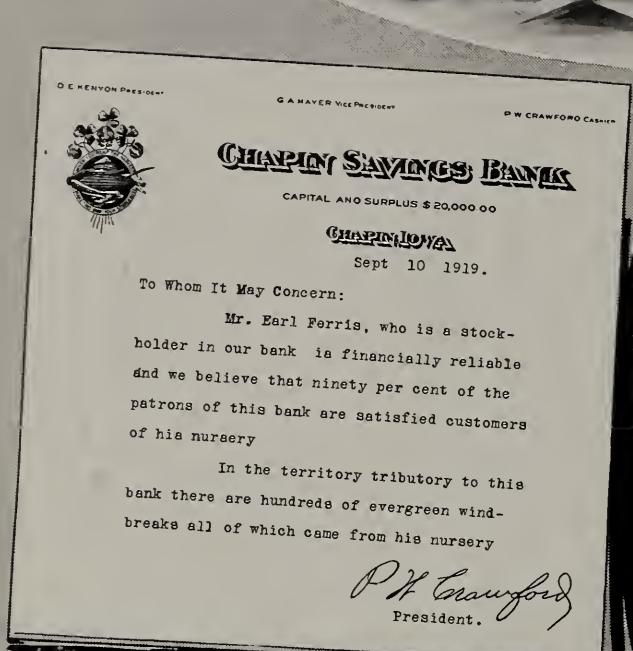
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U. S. Department of Agriculture.  
★

WORLD'S LARGEST  
GROWERS OF  
**GUARANTEED**  
**EVERGREENS**

HIGH GRADE  
FRUITS & FLOWERS







## Tested by Fire

**From the Ashes of the Old Has Sprung the New, Bigger, Better, Greater  
Earl Ferris Nursery Company**



EARL FERRIS.

Since our last catalogue went to our readers the Earl Ferris Nursery Company has passed through the "Fire Test."

It was not an ordinary trial of patience and endurance, but a regular knock-out in the shape of a conflagration which on the night of April 24th, 1919, destroyed a large portion of our plant including the office and many valuable records and much equipment.

As you may suppose, the calamity knocked the breath out of us. What remaining facilities we had were tested to the utmost. We were put to tremendous inconvenience to handle the flood of orders that was pouring in at that time of year.

However, our force rallied to the work, and it may interest you to know that in spite of the loss of two big packing houses, office, books and equipment, we were filling and shipping orders within 24 hours after the big fire just as if nothing had happened. It was a question of keeping up the reputation of the firm, and we did it. This would have been impossible if we had been jobbers with all of our stock stored in our packing house, but we had our big nursery with over 200,000 fruit trees, millions of strawberries, a complete stock of shade trees, ornamentals, small fruit, and the largest stock of transplanted evergreens in the United States, all growing out in the field uninjured by the fire.

In that fire we parted company forever with many things that had their beginning with the birth of the Ferris Nursery fifty years ago. Valuable they were, too, but not indispensable, as we soon proved.

That our big fire should come in the same year with our 50th Anniversary, is a strange coincidence. We want to tell you in this article how in still another way the big fire marks an epoch in the life of the Ferris Nursery Company.

Many times in your own experience and observation have you seen greater and better things spring up where the flames had laid waste. So it is with the Ferris Nursery Company today. Our old buildings destroyed by the fire have been replaced with new ones that are far more satisfactory and useful because they are modern and better equipped. They stand close beside the railway track, so that shipping facilities will be better than ever.

Today we have a newer and better and bigger equipment. From the ashes of the old a newer and better has arisen. That fire simply proved to be the wind of adversity that lifted our business kite still higher.

The same office system and accurate, efficient management which enabled us to overcome the disorganizing effects of the fire have been increased and made even more effective and modern, and this splendid organization is now giving its undivided time and effort to serving the many thousands of patrons who rely upon the products of the Ferris Nursery Company.

Today we are serving our patrons quicker and better than ever before with products that have never been surpassed, and perhaps never been equalled in the history of the Ferris Nursery Company.

Indeed, when we say that the Ferris Nursery is today bigger and better than ever, even after suffering such a severe fire, we have plenty of facts with which to verify the statement.

Did you ever realize what a stock and what an equipment is necessary to supply the thousands of customers yearly with nursery stock produced under the Ferris plan?

Listen.

In our nursery covering nearly 400 acres of land, we have millions of evergreens in all stages of development. Five enormous seed shades are today filled with millions of little evergreens started from the seed. Soon they will join the hundreds of thousands of the larger trees in the nursery row and undergo the root pruning and transplanting which is a feature of our superior methods of growing that adds four-fold to the trouble and time necessary to develop our great stock of hardy, heavy rooted evergreens.

Did you ever work in a nursery? It is very hard, painstaking work. In the Ferris Nurseries no work is slighted.

Again, the time and labor necessary in caring for our immense stock of all varieties of fruit trees, small fruit and the like is in itself a big task. We give the same careful attention to the smallest plant or shrub or fruit tree that we give to the best evergreen, for it is a part of our business.

When the fire had reduced a part of our plant to ashes and we realized that rebuilding was necessary we then and there planned a bigger and a better Nursery.

We knew that thousands of our patrons stood waiting for Ferris service. We knew that they were entitled to and expected to get superior service. So we planned and built accordingly.

In all that goes to make a complete and up-to-date nursery—evergreens, fruit trees, high grade fruit of all kinds—we have the best that money, skill and intelligent management can produce.

We want to thank all our patrons who have made our success possible, and we want to renew our pledge to do exactly as we promise on the pages of this catalogue. The big fire has marked an epoch in the Ferris Nursery Company history, for it is bigger and better able to take good care of your nursery wants than ever before.

EARL FERRIS

## Why I Am Known As the World's Largest Grower of Guaranteed Evergreens

It is said that 90 per cent of all business ventures are failures. The remaining ten per cent succeed usually for a very good reason. That reason can usually be easily found. It lies right on the surface. We can find it if we look.

There is no secret about my success as an evergreen specialist, and my present reputation as the world's larger grower of guaranteed evergreens. There is a good reason for it.

Read the following, and you will learn that reason:

Fifty years ago my father, S. W. Ferris, owned a little nursery covering less than an acre of ground. He knew how to grow evergreens. People used to come to that little nursery from many miles in all directions to buy plants, fruit trees and evergreens. They came year after year because they got good service.

Such was the reputation of S. W. Ferris that he became known as "The Fair-and-Square Nurseryman," whose word was as good as his bond. He earned this title simply because he gave every man exactly what he promised to give him, and made all mistakes good. He became well known throughout the early settlements of that day because he knew how to grow evergreens and always sold evergreens that grew.

When the writer was a mere lad, he helped his father grow evergreens and was an apt pupil, listening to the advice and instructions of his father with the keenest interest, for the writer always loved the nursery business, and especially evergreens.

"As the twig is bent, so the tree is inclined." The lad became a nurseryman.

When the writer became a young man he gradually eased the burden of responsibility from his father's shoulders. Finally he took complete management, a natural born nurseryman, if there ever was one, and a natural born evergreen specialist because he was deeply interested in them and had mastered the subject, root and branch.

I inherited the inborn ability of my father as a nurseryman, I verily believe that. And a still greater thing was inherited. That was the name and the fame of the elder Mr. Ferris as an evergreen specialist.

A name is a great thing. It was great because it was founded on a solid foundation of fair and square dealing through many years of time.

No firm can stand for fifty years and not become well known, especially if it does a mail order business that extends all over American and parts of Canada. The Ferris Nursery became well known many years ago. And its reputation was good.

I have spent my life thus far learning how to grow evergreens; have spent my life with them, doing the actual work necessary to grow them. I am able to guarantee every evergreen was grown and know that it was grown right.

I sell because I know all about how it was done. Every Ferris evergreen goes out from this nursery as a living advertisement that will bring in new customers.

You usually carefully inspect what your neighbor buys. If he gets soaked in an article, you soon know it, and you keep shy of the firm that soaked him. If he gets a bargain, you prick up your ears and ask where he got it, and then you go and do likewise. It's human nature. No sensible business man will sell anything that isn't a good ad for his store.

Ferris evergreens are growing in every state of the Union. They have been growing for years. The success of my business has been founded on the satisfaction the business has given its patrons. A satisfied man is a permanent customer. He is satisfied because he gets his money's worth, and sometimes more.

Governed by these principles, I have added new customers every year to a business that was started over fifty years ago. Today Ferris customers are numbered up into the hundreds of thousands.

Can you now see why it is that I am known as the world's largest grower of guaranteed evergreens? Birth, natural ability, close study, hard work, continual experiments, reputation and success—all these have made the above possible.

1,000 Evergreens in White Pine three times root pruned and transplanted grown in the Ferris Nursery.

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300,000 Three Times Root-Pruned White Pine.



300,000 Ferris Norway Spruce.

## Why My Evergreens Are Stronger, Healthier, More Satisfactory than Others

You can answer this question in one sentence as follows: Because I select the right kind of an evergreen and give it the right kind of a start.

In other words, breeding tells in an evergreen as well as it does in most everything else.

Again, proper raising has just as much to do with the future health and usefulness of an evergreen as it has with a boy or girl.

Ferris evergreens are selected right and raised right. That gives you right good satisfaction.

What do we mean by right selection? That means that you should buy only northern grown evergreens. Ferris Evergreens are all strictly Northern Iowa grown, the seed of the jack pine, white spruce and white pine all having been selected from the finest forests in Northern Minnesota and Wisconsin. Our Norway spruce and other evergreen seed came from equally fine forests. Just as well try to raise a monkey in the land of the grizzly bear as to expect any but a northern grown evergreen to grow in a northern climate like that of any of the North Central States.

Our northern bred evergreens had received their cold weather test during growth long before you get them. They are then immune to frost and freezing, providing they have been root-pruned and transplanted by the Ferris method.

There you have the secret of the proper raising or starting of the evergreen that is to be strong and healthy.

All the science and training I have at command is brought into play in getting my evergreens started right. I plant in rows three and one-half feet apart, which enables me to produce a tree with a better top and a better root system. Other nurseries grow their windbreak evergreens in rows from eight inches to eighteen inches apart with only one object in view, and that is to produce height with no regard to root system.

What about root-pruning and transplanting? What is root-pruning? Did you ever notice the effect of cutting down or trimming a willow sprout or a young willow tree? It sent out a hundred sprouts to where you cut down one, didn't it? When you cut the tree down to the stump a bush of a tree grew up.

Well, imagine the long, tapering root of an evergreen as that willow tree. Cut off or prune that root and you will get a whole lot of little roots that grow into a bushy formation. Prune it again later on and you have still more rootlets and a still bigger and harder bushy clump of roots that spread out enough to fill a bushel basket.

This heavy bushy root gives the evergreen a better means of adapting itself to the new soil into which it may be transplanted. It gives it many roots with which to draw moisture from the ground. It gives it greater strength to withstand transplanting. It makes it stand the cold winters better.

Ferris Evergreens have large, bushy roots because they have been root-pruned and transplanted many times. The more times this is done the better for the tree and our trees are far enough apart so that when we dig them we get all of the root system.

Evergreens that have not been root-pruned have a tap root. In the process of transplanting this root must be cut or broken off some distance under the ground. This process causes the root to "bleed," which saps its strength greatly. Then after being shipped to the customer and transplanted, the young tree has no fibrous roots to attach themselves to the soil quickly, and the tree runs great chances of dying.

I could not guarantee my evergreens to grow, and make good for every tree that did not grow, if I did not root-prune and transplant them many times.

Fully 90 per cent of the failures in growing evergreens on the farms of this country are due to carelessness and indifference on the part of the nurseryman in giving young evergreens proper care and attention.

In other words, failure to root-prune and transplant the young trees in the nursery row brings almost sure disaster later on. The shipping, the transplanting, the sudden freezing and thawing of the winters in many of the States is extremely hard on young trees.

The fibrous-rooted, Ferris Evergreens have more than one root to depend on in case a part of them are killed by freezing or by drying out; whereas the tap-rooted specimen has but one source from which to draw nourishment from the ground and if that is killed the whole tree dies.

During my life's experience in growing evergreens, my constant endeavor was to grow them so they could be shipped and transplanted successfully. I have solved that problem. It is one secret of my success, and the great reason why my evergreens are hardier and healthier than others.

## Why Every Farmer Should Have an Evergreen Windbreak

Think of the way the cold wind whistles around the house and farm buildings, and across the lots of that farm that stands out cold and bleak with no trees around it.



White Pine 8 Years after Planting.



I have spent my whole lifetime in learning how to grow just this kind of a tree.



Ferris Norway Spruce Planted in 1872.

Imagine the difference if the house and barns nestled snugly against the south and east sides of a great, big, dense, evergreen windbreak such as I have sold thousands of in my career.

You know that the evergreen makes the only real windbreak at that time of the year when the windbreak is most needed. Other trees shed their leaves in winter. The evergreen is dense the year around.

An evergreen makes an ever-ready and ever-efficient windbreak.

It is a positive fact that a good evergreen windbreak will lower the temperature several degrees on any farm during cold, windy, winter weather. Look where your cattle like to stand when the winter wind is blowing. Where is it? Why, on the sunny side of some windbreak, whether it be a grove or buildings.

You can save money by growing a Ferris Evergreen windbreak. It's a fact.

## My Method of Doing Business Gives You the Biggest Dollar's Worth You Ever Got

If there is a legitimate reason why you can save money by trading with me, you have a right to know it. And when I say that I am giving you the biggest value for your dollar that you ever got in nursery stock, I am doing it because I have a legitimate reason for making a low price.

It has come to my ears that certain of my competitors have called me, "The Price Wrecker."

Now I am glad to pass this on to you, for it pleases me very much. I have heard that they said this, and yet I have never heard that they ever said that I didn't deliver the very highest grade products.

There are two main reasons why I give you more for your dollar than any other nursery. One is that I never lose a dollar on a bad account. This loss is avoided because I sell for cash and cash only.

Did you ever think in dealing with a credit firm that you were helping to pay what some deadhead failed to pay?

That's exactly what you do. You don't have to do this in buying of Ferris. My system prevents you paying anything for the other fellow.

Again, I never employ agents.

Why? There are two reasons. First, I can never tell just what an agent may promise the customer in my behalf, and second, I would rather give you the benefit of a low price than to ask you to pay the agent's commission on top of my price for the stock.

This catalogue is my only salesman. I know exactly what it says. I wrote the terms and descriptions. I made all the promises it contains, and I didn't make any promise that I will not carry out to the letter.

You might be disappointed in the promises made by some agent. You will never be disappointed in the promises made in my catalogue. An agent may sell you an order and then be out of the state before the order is delivered. What then can you do if the stock turns out to be different from what you ordered?

A catalogue puts the proposition down in black and white. The words of the agent are not recorded. Did you ever realize that you are safer in buying from a catalogue, especially buying nursery stock, than you are in buying from agents? Well, it's a fact.

That's why you are served best and cheapest by buying from the Ferris catalogue.

I am no jobber in nursery stock. That means a lower price to you, too, for it means that I am the grower, and that you are getting your goods direct from the nursery that grew them. My stock is grown in my nursery, or under my supervision, and I turn it over to you at a price minus the jobber's profits.

I know that there are many so-called nurserymen doing business in this country who are no more than jobbers. Some of these jobbers have small nurseries, but keep up their stock by buying from larger nurserymen. I know this because they have bought from me. Some of those who call me a "Price Wrecker" have also found it necessary to buy from me to supply their most particular customers who knew what they wanted and were bound to have it.

Jobbers pay the producer and then add enough on the price to you to give them a nice commission on the deal. I get only the profit that should go to the producer and you save the balance.

So my refusal to employ agents, my cash selling plan, and my enormous equipment which enables me to sell to you direct from the producer, comprise the reasons why I give you such big value for every dollar's worth bought of me.

Isn't that a very plain, honest and legitimate reason?

I would like to have you verify it by closely examining the various articles described in this catalogue, note the quality and note the price. Then after giving me your order and securing the goods, test them to your own satisfaction.

I am positive that they will stand the test and rank 100 per cent good and efficient.

### Prices Not Quoted In This Catalog

The uncertainty of conditions in the Nursery field, owing to such items as labor, packing material and other items that govern prices on Nursery Stock, also because of the fact that the supply on many varieties is so limited, makes my old time custom of putting permanent price on every item in catalog as heretofore, impractical and impossible.

So we have done the next best thing and enclosed a price list with this book which you can use in making up your order.

Prices quoted in price list will prevail for the entire season if we can possibly maintain them but we do reserve the right to change them without notice should any unforeseen condition arise to make higher prices necessary.

To be safe, get your order in early while prices are low and while varieties are intact.



## The Ferris Guarantee

### I Guarantee Satisfaction With Every Order

I guarantee that Ferris stock will reach the purchaser alive and in growing condition, and will replace free of charge any that does not upon receiving your express or freight receipt with written statement from the agent, showing loss or damage. This does not apply to Parcels Post packages.

Any tree or plant that dies the first growing season, I will replace at a cost of one-half the regular catalogue price, customer to make a written report of his loss on or before October 1st.

I guarantee to every Ferris customer, stock that is true to name, and absolutely as represented. Any Ferris stock proven not to be will be replaced free of charge or the purchase price refunded. I cannot be held liable for any damages other than herein named.

EARL FERRIS.

## My Guarantee Assures You of a Square Deal

One good way to keep your word is never to promise too much.  
And the final test of a man's word is to do all he promises.

Before wording the above guarantee I gave it a great deal of study. It must not promise too much, and for everything it does promise I must make good.

Read it. I believe it promises everything you could desire and expect to get. It was written to give you faith in the Ferris Nursery Company. To make you feel assured that this company will back up this catalogue and all it says.

I do not know how to write a more liberal or a fairer guarantee, for when I guarantee satisfaction, I mean just what I say. A satisfied customer is the biggest asset I have. I want you to have faith in me. In that guarantee may be found the business principles that have been the mainstay and foundation of this business since it was started by my father in 1869.

As long as I continue business, just so long will those principles remain.

The guarantee is a preventative against dissatisfied customers. It is their recourse should they feel that they didn't get what they should have. We provided it both for them and for this firm, for above all things, this firm cannot rest easy if it knows that we have the name of a dissatisfied customer on our books.

We would gladly make good our statements even if we had no guarantee printed in the catalogue at all, but it is there to reassure the customer and remind him that it is his right to expect and insist on getting what was represented to him in this catalogue.

So a guarantee serves a double protection. The Ferris guarantee has stood for fifty years. You can be assured that it will always stand so long as the Ferris flag flies at the masthead.

### Handling Evergreens When Received

The important rule about handling evergreens is—Take trees from package as soon as received, mud the roots thoroughly at once, and heel in until ready to plant. Would advise planting at once wherever possible.

An Evergreen will not stand exposure of its roots to wind and sun. The pitch in the roots hardens when it gets warm, and if it once solidifies and dries out there isn't a chance in the world of that tree living. You can revive a fruit tree with roots quite dry by soaking the roots with water and keeping tree in a cool place. It's a waste of time and effort to try that with any Evergreens.

### Distance Apart to Plant

The distance apart that evergreens should be planted depends very much on the number of rows used. We advise 6 feet apart in a single row, 8 feet apart each way in two rows, 12 feet apart each way in three rows; but the ideal windbreak is a four row windbreak planted 14 feet apart in the row and the rows 20 feet apart. The space between the rows can be used for potatoes, corn or any vegetable.

### The Cultivation of the Young Windbreak Row

When you set out Evergreens in a Windbreak Row put them well into the ground. Set them at least 4 to 6 inches deeper than they were in the nursery. Pack the dirt very firmly around each tree, but leave about an inch of loose dirt at the top. A tree properly planted cannot be pulled up without spoiling it. Cultivate them well and keep on cultivating them for three years at least. They do most of their growing in May, June, and July, and that is the time to cultivate them if you want best results.

If you live where it gets very cold—in Northern Minnesota or the Dakotas, say—it will be a good plan to mulch your trees early in the Fall. It isn't necessary to remove the mulch in the Spring—leave it lay and cultivate between the rows thoroughly.

Fence your young Windbreak and keep it fenced. No trees can be expected to do well when livestock are trampling over them.



Norway Spruce.



## Norway Spruce

Of all the large list of varieties of this class of conifers, the Norway Spruce is perhaps the most popular, best known and most widely planted. It makes a large, fine looking tree, is the most rapid grower, thrives in a great variety of soils, hardy everywhere and stands close planting and severe pruning, and for this reason is used more than any other tree for windbreaks and shelter-belts. Hedges 25 years old can be trimmed down to a height of six feet, whereas the natural growth would be about 50 to 60 feet. It is naturally of a pyramidal symmetrical growth, branching to the ground. As single specimens or grouped on the lawn they are unapproachable, but especially valuable for windbreaks. Foliage dark green (see cut); needles short and stiff.

This evergreen each year receives more attention by planters. Its strong, vigorous nature, coupled with singular beauty in form and foliage, gives a very plain clue to its popularity. For landscape purposes, it is probably the most generally used of all the spruces, and many things may be said for it in this connection. But it is as a means of

effectual protection against high winds that the spruce has become most generally known, due to the compact form of its growth. The boughs arrange themselves on the central trunk and do not die out at the bottom as the tree grows. Planted at the proper distance, a few years finds the branches interlacing so thoroughly that the hedge becomes as impenetrable a barrier to the wind as any stone wall could be.

We cannot recommend the Norway Spruce too highly for Iowa, Minnesota, Illinois, and all Eastern States. The wind-break shown on the outside back cover is a Norway Spruce windbreak, only two miles from our nursery. We have the largest stock of Norway Spruce in the United States and can make special prices on carload shipments.

## Western White Spruce

The White Spruce is a native of North America, and is by far the best spruce there is for planting west of the Missouri River. The time will come at no distant date when the prairies of Nebraska, Montana, and the Dakotas will be well protected with White Spruce windbreaks. At the present time there are many of these windbreaks in these states that are succeeding far beyond expectation. It is a rapid grower, compact and upright and of great longevity. Trees over fifty years old remain well branched at bottom, retain their pyramidal form, and annually make a good upright growth. The Western White Spruce resembles the Norway very closely. We do not consider it as good a tree for Iowa, but much better for Nebraska and the Dakotas.

A GOOD EVERGREEN WINDBREAK  
IS JUST LIKE MOVING YOUR HOME  
300 MILES FARTHER SOUTH.



PRICES ARE NOT QUOTED IN THIS CATALOG—SEE SPECIAL PRICE SHEET.

## White Pine

The White Pine, which grows a little faster than the spruce, is by far the best all around evergreen of the pine family for planting in states east of Missouri River, but we do not recommend or sell White Pine for planting west of the Missouri. It is a native of Minnesota, Wisconsin, and Northeastern Iowa.

On account of its rapid growth and ease in planting, the White Pine has become the most popular tree for shelter belts and windbreaks. It grows thick and compact, is thoroughly hardy, stands extreme heat or cold, and will always be one of the most popular evergreens for windbreak or ornamental planting. Foliage light green, needles long and soft.

Our White Pine, having been from two to four times transplanted and root-pruned, have a heavy root system that makes our trees easy to transplant. You are invited to come to Hampton and see the largest and best stock of White Pine in the United States. We obtained our seed in Northern Minnesota from one of the finest White Pine forests in the world. For this reason we can guarantee our White Pine to be of our own growing, absolutely free from disease—a beautiful lot of specimen trees.

## Austrian Pine

Its strong, massive branches and long needles give it an air of sturdiness, making it a favorite for ornamental planting. The foliage is remarkably beautiful, being richer and darker green than any of the other pines. Our trees are all specimens, suitable for landscape planting, all having been four times transplanted and four times root-pruned.

## Jack Pine

The Jack Pine or Yellow Pine, is the most rapid grower of all the evergreens. In fact, it will make a windbreak as quick as a willow. It does well on any and all soils from the rich, black Iowa and Nebraska loam to the scant and barren soil of the Nebraska plain. It is not a beautiful tree when planted alone, but it does make a good, quick, rough windbreak, and is very easy to transplant. Our trees are extremely well rooted, having been grown with plenty of room and transplanted many times.



The above Jack Pine Windbreak is one of the best in the United States, growing on the Shafer farm, one-fourth mile west of the Franklin County Fair Grounds. This large farm recently sold for \$340 per acre, while neighboring farms were sold for \$250 per acre. The owner said, "The windbreak made the difference."



Sam Blain White Pine Windbreak—One of the Best in Iowa.

### To Whom it may Concern:

I purchased the above windbreak of the Earl Ferris Nursery a few years ago, and I believe it is the cheapest and best improvement there is for any farmer to put on a farm. With a little care in planting and thorough cultivation for the first two or three years, there is no trouble in obtaining a perfect stand, provided you get good, well-rooted trees to start with. I have another Ferris grove on a farm of mine near Aredale, Iowa. I recently put a barn on this farm that cost me over \$2,000. The windbreak cost me less than one-tenth of that amount and I believe that these evergreens add much more actual value to the farm than does the barn.

SAM BLAIN.

## Scotch Pine

The Scotch Pine is a rapid grower, thrives well on poor soil, is especially adapted for Nebraska, North and South Dakota—in fact, will do well in any of our Western States. It is easily handled, grows a little faster than the White Pine, but will not live as long. It is one of the best all-round evergreens to withstand extreme exposure and rough usage generally. Our experience has been that it will stand more trampling by live stock, when planted in and around feed lots and farm yards, than any of the more ornamental evergreens. As a nursery tree it is very attractive, and under our system of transplanting and root-pruning, develops a splendid root system. We have sold hundreds of windbreaks throughout our territory of this grand hardy tree, that were planted directly in the tough June grass sod and given no more care whatever, and in spite of these unfavorable conditions the trees are today making an extraordinarily good showing where most any other evergreen would not even have made a start. If anyone is compelled to start an evergreen grove in an unfavorable soil or locality, he will do well to choose the Scotch Pine.

### WINDBREAK ADDS \$5,000 TO VALUE OF FARM.

Dr. J. C. Powers, Mayor of Hampton, has recently been offered \$325.00 an acre for his stock farm between Hampton and Geneva, Iowa. On this farm there is a beautiful Ferris evergreen grove that forms perfect winter protection, and the Doctor says that the windbreak adds over \$5,000 to the value of the farm and that it was the main reason for his refusing to sell the farm.

PRICES ARE NOT QUOTED IN THIS CATALOG—SEE SPECIAL PRICE SHEET.



No. 1, Pyramidal Arbor-Vitae. No. 2, Mugho Pine. No. 3, Colorado Spruce. No. 4, Colorado Blue Spruce. No. 5, American Arbor-Vitae.  
No. 6, Concolor Fir.

The above is a beautiful illustration of Evergreens used in group planting; the taller Evergreens in the background with the Dwarf Mugho Pine in the front. Note the splendid combination of color.



Golden Arbor-Vitae.

### Concolor Fir

The Concolor comes from the Rocky Mountains and some consider that it excels the Colorado Blue Spruce in ornamental value. Its foliage is very striking, varying in color from light green to deep blue, and is long, soft, and graceful. Being a comparatively rapid grower, it soon matures into a tall, broad specimen of magnificent beauty. It is by far the most successful of the Firs. Perfectly hardy even in the most exposed situations, reaching at maturity a height of from 60 to 80 feet. They never lose their lower branches and grow more compact and shapely each season.

### Balsam Fir

The Balsam Fir is a tall, pyramidal, straight-growing tree, foliage of dark, glossy green, needles short and stiff, and it is one of the best known hardy evergreens of the Northwest. It is one of the handsomest evergreens for specimen planting, and where only a few evergreens are to be used in a front yard there is no better tree than the beautiful, cone-shaped Balsam Fir.

### Douglas Fir

The Douglas Fir comes from the Rocky Mountains—one of the most beautiful evergreens for ornamental planting. It is a strong, upright grower, with soft green foliage and long, drooping branches. It can be planted successfully in any part of the United States, and reaches a height of 50 or 60 feet.

### Hemlock - Weeping Spruce

A beautiful tree of graceful habit and unequalled for ornamental planting. One of the best for lawn or park planting, but on account of the enormous demand the last few years it has become quite scarce. Attractive at all seasons, especially in spring and summer when the delicate light green, soft, fern-like new growth comes forth.

### Black Hill Spruce

The Black Hill Spruce is a form of the White Spruce, a native of the Black Hill country of South Dakota. It resembles its parent, the White Spruce, very much, but is a much slower grower and a little more compact. Under favorable conditions it rivals the Blue Spruce in color.

### Arbor-Vitae - White Cedar

Without doubt the best tree for hedge purposes that grows, as it bears shearing better than any other variety. Compact in appearance, dark green in color, with beautiful, fern-like branches. It does well in any locality; one of the hardiest. The Arbor-Vitae is a flat-leaved evergreen, so commonly used for hedges. It can be sheared down to two feet, and a hedge properly cared for will last for fifty years. It is also very desirable for the inside row to an evergreen windbreak, as it never loses its lower branches. For hedges, plant 18 inches apart.



## Golden Arbor-Vitae

A distinct, compact, hardy Cedar of broad and bushy growth, with long, slender branchlets and golden-yellow foliage.

## Tom Thumb Arbor-Vitae

The Tom Thumb Arbor-Vitae is one of the most beautiful of the Dwarf Evergreens. Its foliage resembles both the American Arbor-Vitae and the Red Cedar. The tree grows low and dense never higher than three or four feet. This beautiful little tree should be in every collection, is very desirable for border planting, and makes an ideal decoration for porches, terraces, walks, driveways, or entrances. It is very hardy and will thrive in any kind of soil.

## Globosa Arbor-Vitae

A new variety that is very handsome. In shape it is absolutely round or globular, very dense in growth, and does not require shearing. It does not grow over 4 or 5 feet tall; foliage is deep, dark green, its little branches being of unusual delicacy. Be sure to order one or more of these beautiful and attractive species and I will guarantee that it will please you. This is one of the most rare of the Dwarf evergreens. My trees are all well-rooted, transplanted and root-pruned.

## Pyramidal Arbor-Vitae

This beautiful tree grows close and compact, and the foliage is of a bright green at all seasons. It is one of the very best ornamental trees we have, as it combines all the good points of the Arbor-Vitae, and has many features distinctly its own. It requires no shearing or trimming, developing naturally into a perfect pyramidal form. For lawn or cemetery planting it is one of the most popular.

## Colorado Spruce

Some of our most beautiful Colorado Spruce are too dark in color to be called Shiners. These trees are perfect specimens, but a little more green in color than the Colorado Blue. They are perfect in shape, being of pyramidal habit and compact growth; one of the best trees for landscape work.



Globosa Arbor-Vitae.

Arenzville, Ill., May 9, 1919.

Dear Sir:

We received the Norway Spruce trees that you sent to replace those that died last summer. We thank you very much and are well pleased.

Very truly,

MRS. H. W. GREELEY.

## Colorado Blue Spruce - Shiners

There are trees of every imaginable form and color, but here is the height of nature's ambition to produce the beautiful. Picture if you can a perfectly shaped tree, with a quantity of heavy foliage of a rich, silvery, glistening blue which flashes and sparkles in the sunlight, and you will have only a faint idea of the magnificent beauty of this marvelous tree. The Colorado Blue Spruce glories in its foliage, which is of steel-blue. It is indeed a triumph in evergreen growing and has created much sensation throughout the United States and Europe because of its beauty. The following are all select Colorado Shiners. I have a fine lot of these trees, and quality considered make my prices very low.



## Iowa's Largest Real Estate Firm, A Believer In Evergreen Windbreaks

Rich Brothers, Clear Lake, Iowa, we presume, sold as many or more farms this year than any firm in Iowa, having sold in one day \$400,000.00 worth of Iowa land and owning, at the present time, in the neighborhood of 8,000 acres of land.

E. H. Rich, the senior member of the firm, told me that there is no improvement on a farm that adds as much value for as little money as a good evergreen windbreak, and that farms with a windbreak on them sold readily at from ten to twenty dollars an acre over adjoining farms without a windbreak. The Rich Brothers own some of the best farms in Cerro Gordo County, Iowa, are one of the best and most reliable firms in the State. They have already placed their order with us for over 1,000 evergreens to be delivered next spring.

Colorado Blue Spruce.

PRICES ARE NOT QUOTED IN THIS CATALOG—SEE SPECIAL PRICE SHEET.

## Dwarf Mugho Pine

You all know the pretty little Dwarf Pine that forms such a bushy, compact little tree. This Pine is always very popular, because it can be put to such a variety of uses, always does well, and never looks out of place. The Dwarf Pine grows as broad as it does tall, and can be planted anywhere upon the lawn, as it takes up so little space. Foliage dark, with long, stiff needles. You are sure to be pleased with this pretty little tree.

## Retinispora Plumosa

(The Fern Evergreen)

An exceedingly handsome small evergreen from Japan, with a feathery, light green foliage, more beautiful than any fern. It is truly a sensational triumph in horticulture. A genuine treat in store for anyone who plants this little beauty. Not hardy in exposed places.

## Retinispora Plumosa Aurea

Like the preceding, a plant of great beauty; foliage soft, plume-like, of a golden-yellow color; close and compact habit; should be in every amateur collection. Not hardy in exposed places.

## Trailing Juniper

(Savin Juniper)

Absolutely hardy everywhere. It is one of the best Junipers there is for general planting. It trails upon the ground, and its delicate, feathery-like branches often cover a space of ground 10 to 12 feet in diameter. It is very attractive when planted in borders before taller evergreens. All of our trees have been three or four times transplanted. Be sure to add this to your collection.



Here is a good example of Dwarf Evergreens in group and base planting; the taller trees are Retinispora, the lower trees are Trailing Juniper. For base planting the Trailing Juniper is one of the most desirable, being easy to transplant and hardy everywhere.



Mugho Pine.

## Swedish Juniper

This magnificent tree is the best of all the upright Junipers, being very hardy and growing well in any locality. It resembles the Irish Juniper, but is a much better tree. From the standpoint of beauty, form and hardness, it is pre-eminently the leader among the upright Junipers. Slender, but tall, with numerous closely pressed, upright branches. Gives striking effects when used as a decorative tree. My stock is extra well rooted with good tops of uniform shape and color.

### Ferris Evergreen Windbreak Helps to Raise Hogs

B. C. Marts, of Hampton, Iowa, one of the leading Duroc Jersey swine breeders of the United States, recently sold three hogs for \$5,000.00, and Mr. Marts at the present time has about three hundred head of Duroc Jersey hogs that are as good as can be produced.

These hogs were bred and raised back of the Ferris evergreen windbreak. Mr. Marts tells us that he can raise hogs much better and cheaper back of an evergreen windbreak than he could out on an open prairie.

He is also building a fine residence for his son on a farm adjacent to the one he now lives on and he has already made plans for another Ferris evergreen windbreak on this farm. Mr. Marts states that \$5,000.00 would not buy his present evergreen windbreak, and he has one Colorado blue spruce in his front yard that is easily worth \$300.00.

### SOLD FARM AT ADVANCE OF \$8,000.

Gentlemen:

It may interest you to know that I purchased of your Company last Spring two hundred 4 foot White Pine trees which I planted on a farm I had previously purchased near Alexander, Iowa; that every one of these trees lived and all are doing fine. This was the only improvement made by me on this farm and it was the chief reason for being able to sell it at an advance of about \$8,000.

I am certainly well pleased with the goods and treatment received from the Earl Ferris Nursery.

Very sincerely, VERNON FINKLE.  
Franklin County Drainage Engineer.



## Why Every Home, City or Country, Should Have An Orchard Small Fruit Garden, Flowers and Shrubbery

Chief among all methods of making a home more home-like and comfortable and healthful is the planting of trees, orchards, shrubbery, small fruit, flowers.

Have you a family? Then it is your duty to provide such things. There are several reasons why it is your duty.

First, the health of your family demands that they have fruit to eat. Are you going to neglect planting fruit trees or vines and leave that duty to some other man? Why not have a small orchard or a small fruit garden? It's easy and cheap to get.

Think of the enjoyment you and your family could have picking the ripe apples in cider making time. Then when winter time comes have your own luscious fruit stored away in cellar or cave and enjoy putting it on the table and eating it when the snow blows.

Don't imagine that it takes a lot of land to support an orchard. You can utilize your back yard and have some of the finest fruit trees that you ever saw in a few years. Trees will do well in most any old corner. An ordinary city lot will grow enough fruit trees to supply a good sized family with all the fruit it can use from one year's end to the other.

The small fruit garden will probably yield the greatest amount of returns for the least expense and the shortest length of time of anything you can grow. Strawberries, blackberries or raspberries

can be easily planted and they grow very fast. They will bear fruit from year to year with very little attention.

The early strawberry comes at the time of year when it is most appreciated—just after the long winter when the canned fruit is about exhausted and you are tired of it anyhow. Ferris Everbearing strawberries are the finest fruit you can supply for your table during the late spring, summer and fall months.

Why pay your grocer a big price for strawberries, or else go without them, when you can just as well have them on your own lot.

Flowers and ornamental shrubbery mark the home where sentiment and finest sensibilities reside. Are you a flower lover? If not, maybe your wife or some member of your family is. You should provide for them and not think that because you are not interested in such things, no one is or might be.

A home without fruit trees and flowers is not attractive. You may live there without thinking of it in this way, but other people have sized it up. Place it beside the really attractive home with its orchard and shrubbery and flower beds, and yours will be second choice every time.

Fruit trees and flowers about the home always represent someone's thoughtfulness and good sense. They give the passerby a good impression of the man who lives there.

### Summer Apples

**LIVELAND**—This apple was originated in Russia. One of the standards for the home orchard. Fruit medium to large; splashed and shaded with red; flesh stained with red, fine, tender, juicy; flavor sub-acid and extra good. A very beautiful apple, and keeps well for an early fruit. Season, August.

**YELLOW TRANSPARENT**—The tree is a hardy, upright grower, a regular and early bearer; medium size. Color a rich, transparent yellow, with a warm, faint blush on the sunny side; flesh is melting, juicy, sub-acid. This Russian variety is especially adapted for a cold climate. The trees bear very young.

**DUCHESS OF OLDENBURG**—A beautiful round apple. Streaked red and yellow. Tree a vigorous grower.

**EARLY HARVEST**—Tree healthy; vigorous and a good bearer. Fruit medium size, somewhat flattened in shape; skin smooth and a clear, waxy yellow, rarely blushed; flesh tender, juicy, acid to sub-acid; flavor good.

**RED JUNE**—Medium size; skin red; flesh white, tender, juicy, sub-acid; an abundant bearer. Tree an upright grower.

**RED ASTRACHAN**—Very productive, fruit of good size; dark red. In fact, it is the best early red apple for the northern climate.

### Fall and Early Winter Apples

**HIBERNAL**—The hardiest apple known, blights but little, a thrifty grower, very early and abundant bearer. Trees set but five years have borne with us a bushel each. Fruit large, handsomely striped, excellent for cooking and superior for pies, but pretty sour and somewhat astringent for eating. Not a good market variety, but of great value on account of its rugged iron-clad nature, which fits it for planting even up in Manitoba. Also one of the best of all trees to top-work with the more tender sorts, and is being largely used for that purpose. Season, September to November.

**IOWA BEAUTY**—A seedling of Golden Russett. Tree a strong, vigorous grower, very hardy. Fruit nearly white, splashed and striped with red. Season, September and October.

**PATTEN'S GREENING**—Very hardy, free from blight, vigorous, spreading grower, bears early and abundantly. Fruit large, yellow. Good eating and cooking apple. Originated in Northern Iowa. Will "get there" with a crop of fruit if any kind can.

**WINESAP**—One of the best little apples grown; red. A fine eating apple. One of the best for baking. Shape is round conical, sometimes obscurely flattened. Flesh yellowish, firm, crisp, with a rich, sub-acid or rather acid flavor. Keeps through winter.



Delicious Apple.

# EARL FERRIS NURSERIES & Hampton, Iowa EVERGREEN SPECIALISTS

**WOLF RIVER**—A very large variety, splashed and streaked with red; flesh white and coarse, juicy, mild sub-acid.

**WEALTHY**—Medium size, round in shape; skin smooth, oily, light yellow, almost entirely covered with dark red; flesh white, fine, juicy and sub-acid; one of the best and finest apples grown. Tree vigorous, extremely hardy; one of the iron-clads; very early, abundant bearer.

## Late Winter Apples

**ANISIM**—Hardy, remarkably free from blight, thrifty upright grower and immense bearer. Fruit below medium size, skin somewhat rough but of the richest red color, and good quality.

**UNIVERSITY**—A rich golden yellow when ripe. Absolutely hardy; a young, constant and prolific bearer. Tree a beautiful spreading grower. October to January.

**MALINDA**—Moderately hardy, free from blight, a thrifty spreading crab-like grower, very tardy but heavy bearer when it attains age. Fruit medium size, when fully ripe of a beautiful yellow, frequently blushed, what is called the sheep nose shape; mild acid, nearly sweet, very much liked by most people in the spring when it becomes mellow and fully ripe. This is one of our most reliable winter apples, and one that can be greatly improved by proper pruning. Season, October to April.

**STAYMAN** (Stayman's Winesap)—Originated by the late Dr. J. Stayman of Leavenworth, Kansas. He said eighteen years ago in referring to it, "There will come a time when all will want it." It is dark, rich red, with rather indistinct striping. This apple is not only larger than the old Winesap, but it is even juicier. The tree is very productive and a drouth resister.

**NORTHWESTERN GREENING**—Fruit large, greenish yellow, firm and fine grained. Tree is very hardy, a thrifty, upright grower; an early and productive bearer. One of the longest keepers.

**MILWAUKEE**—This well known variety is a favorite throughout Minnesota, the Dakotas and Northern Iowa, on account of its hardiness, size, quality of fruit and productiveness.

**BEN DAVIS**—Tree thrifty, upright grower of almost perfect shape. Fruit large and round, sometimes variable in form; surface smooth, often polished yellow; covered and splashed bright red; flesh white, tender and juicy; flavor is sub-acid, not rich; quality only good; best for market and cooking. November to spring.

**GANO** (Black Ben Davis)—Fruit is bright red on yellow ground with no stripes; large and oblong in shape, surface smooth and polished. Tree healthy, vigorous; prolific bearer. January to April.

**GRIMES GOLDEN**—This is one of the most popular apples in cultivation. Tree strong, thrifty grower. Fruit medium to large, cylindrical in shape; regular surface, yellow veined, russeted; flesh yellow, firm, very fine grained, juicy; flavor sub-acid; quality rich. For dessert, cooking and market. November to December.

**SALOME**—One of the best. Red, medium size, keeps better than Northwestern Greening.

**BALDWIN**—A large, dark red apple; sub-acid, good flavor. Productive and profitable. November to March.

**ARKANSAS BLACK**—Vigorous, upright grower. Fruit medium to large, beautiful dark color, almost black. Flesh is yellowish, slightly sub-acid, crisp and of fine flavor. One of the best apples for cooking purposes. January to March.

**McINTOSH**—Large, deep crimson and beautiful. Tree is hardy and vigorous. Flesh pure white, crisp and very tender. A good regular bearer. November to January.

**FAMEUSE** (Snow Apple)—This is a well-known apple, medium in size, color deep crimson. The pure white flesh contrasts beautifully with its deep, rich color. Productive. November.

**YORK IMPERIAL**—A fine shipping apple, medium large, yellow shaded red; flesh firm and juicy, sub-acid.

## Delicious

The well known Delicious Apple for many years has held the world record as a perfect apple. It is today, the grandest fancy apple produced and our Special Northern Iowa Grown Delicious is, we are positive, the greatest apple of them all. The Delicious apple was originated in Iowa, by an Iowa farmer and the original tree is now cared for by the Horticulture Department of the Iowa State College. My Northern Iowa Grown Delicious will not winter stain, sun-scald, or blight. The fruit is large, crimson, blending with yellow at the blossom end where is found the five little knobs which easily distinguish it from all other varieties. We consider it the best eating apple ever produced.

## Crab Apples

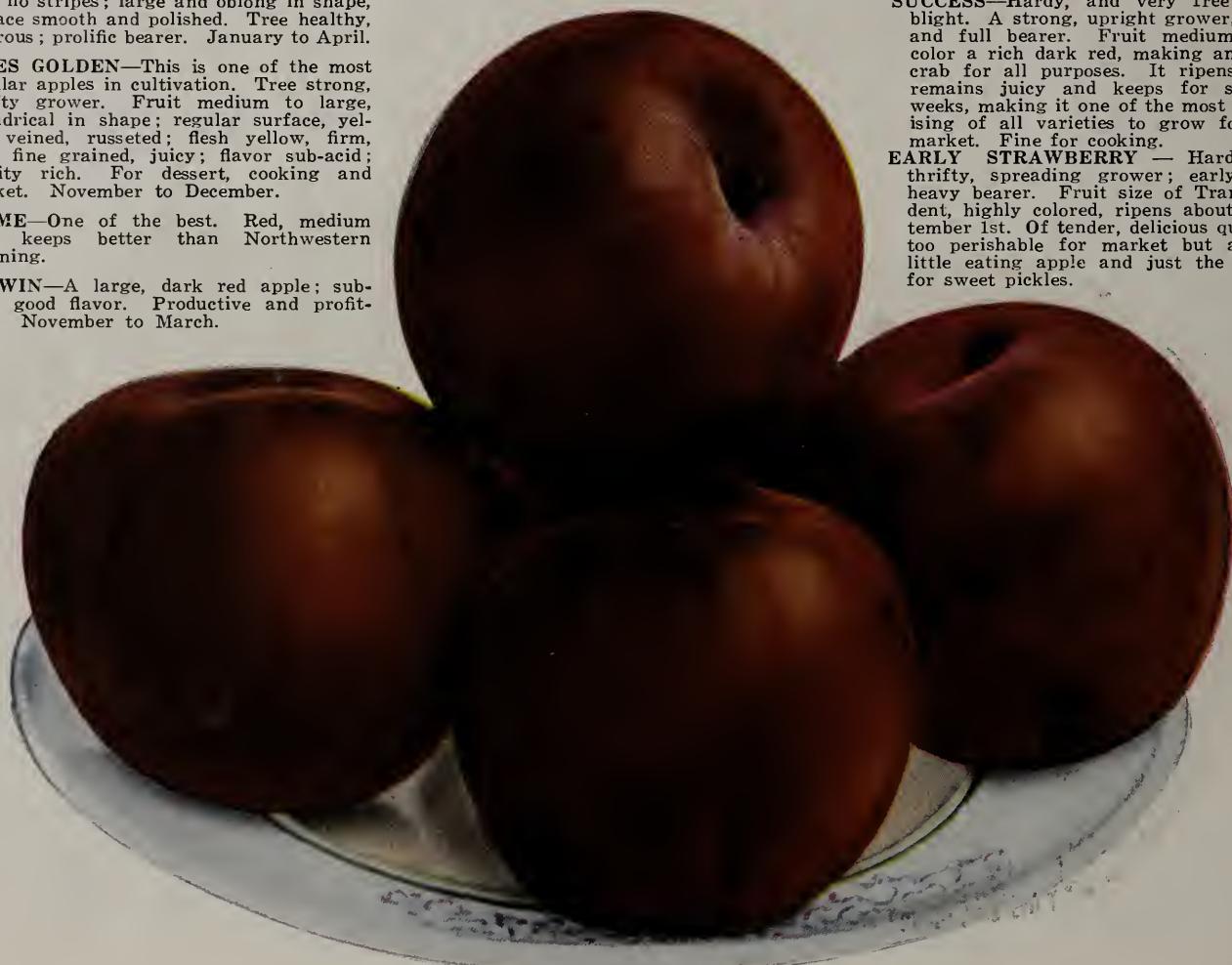
**HYSLOP**—Tree a moderate grower, making a beautiful shaped, thrifty tree; bears young; fruit large, nearly round, slightly flattened at the ends; skin smooth, color dark rich red on yellow ground; flavor very good, but doesn't keep well, gets mealy. Its high color commands a fancy market price.

**TRANSCENDENT**—A large, beautiful tree, and a very strong grower; an early and abundant bearer; fruit large and round; skin smooth and of a rich yellow color, shaded with red. Flesh firm and crisp, yellowish, fine grained and very juicy, acid. August and September.

**WHITNEY**—Tree a thrifty, upright grower; fruit large, skin smooth, striped and splashed with carmine; flesh firm, juicy, of pleasant flavor. One of the very best Crab Apples. Its crab parentage is shown in the health and vigor of the tree. The fruit in size and quality is equal to many apples. August.

**SUCCESS**—Hardy, and very free from blight. A strong, upright grower, early and full bearer. Fruit medium size, color a rich dark red, making an ideal crab for all purposes. It ripens late, remains juicy and keeps for several weeks, making it one of the most promising of all varieties to grow for the market. Fine for cooking.

**EARLY STRAWBERRY**—Hardy; a thrifty, spreading grower; early and heavy bearer. Fruit size of Transcendent, highly colored, ripens about September 1st. Of tender, delicious quality, too perishable for market but a fine little eating apple and just the thing for sweet pickles.



Stayman's Winesap.

## Ferris First Quality Strawberries



Dunlap  
Strawberry.

Strawberries will succeed in any soil that is adapted to ordinary farm or garden crops. Soil should be thoroughly plowed or spaded at a good depth, well drained and enriched. Dunlap plants should be set in rows 3 feet apart and 15 inches apart in the row. Improved Progressive plants should be planted in rows 3 feet apart and 10 inches apart in the row.

To produce fine large fruit, keep in hills, pinch runners off as soon as they appear. The ground must be kept clean and well cultivated.

As soon as the ground is frozen to the depth of one inch, cover with clean straw, leaves or wild hay, but be very careful not to cover with tame hay as it would seed the ground and spoil your bed. Remove cover and place between the rows as soon as it quits freezing in the spring. Fertilize heavily with any well rotted manure or artificial fertilizer.

**DUNLAP**—Of pronounced Warfield type. It is a favorite wherever it has been tried. Begins to ripen soon after the earliest sorts and continues until near the end of

the season. Fruit is large, conical in form, color deep rich red, flesh red and has a sprightly flavor. One of the best commercial sorts and largely planted everywhere. The plant is almost perfect in its way. We have several times called attention to its toughness and ability to endure hardships. It is small, slim, very deep-rooted, and as great a runner as Warfield. With us has always proven very productive. The fruit is generally large, is conical in form, regular, never misshapen, bright or slightly dark red, very glossy, firm, a splendid keeper and shipper, most excellent in quality and one of the best canning berries we have ever known. Its season is second early and it bears a long time. There is no known variety that is so universally popular nor one that is so extensively grown as the Senator Dunlap. Some one has said that it was the safest variety for the new beginner, as it would bear fruit in spite of neglect and ill treatment, and while this may be true in a degree, it is also true that it will well repay the most careful culture.

**STEVENS LATE CHAMPION**—This variety makes strong, vigorous plants which yield heavy crops of fruit, and plenty of sturdy runners which take root promptly. The berries are large, long, a little flattened, and sometimes slightly creased, but generally smooth. Color is bright red; flesh red, but lighter. It ripens all over, and has a firm surface protected by prominent seeds; keeps well after picking and is good for canning. The best late variety on the market.

### Dr. Burrill

The Famous \$1,000,000.00 Strawberry

You have all heard of this famous, much advertised, one million dollar strawberry. The plants are being sold at fabulous prices by the originator and tree agents throughout the United States. It is a wonderful strawberry; a very vigorous grower; long rooted, drouth resisting plant; a little later than the Dunlap; fruit very large, dark red, fancy and delicious berries. It stands shipping better than other varieties, and we are very glad, indeed, to be able to offer genuine, true to name, Dr. Burrill plants at the same price as the Dunlap.





## The Delicacy Par-Excellence for Summer Months—Nothing Like It on Earth Before

Right out there in your back yard is a space as big as the kitchen floor, or bigger, that ought to be planted to Ferris EVERBEARING Strawberries this minute. Of course, every man who is approached on the subject says: "O, yes, I expect to have a strawberry bed some of these times."

Now listen. If I only had it in my power I would have every one of my readers take a walk with me through my nursery during the months of August, September, and October, clear up to Frost and see the red, ripe, delicious, mouth-watering strawberries that we gather every day from our plat of Everbearers.

Suppose you had a patch of Everbearing strawberries at your home. Just at the time when the spring garden stuff is exhausted, you would have your first strawberry treat. What a joy to the tired housewife to have such a delicacy to serve to "company" dinner? Imagine it. STRAWBERRIES in the summer or fall of the year. Hear the "Ohs" and the "Ahs" of the company as they first catch a glimpse of the dishes of ripe, toothsome, juicy, cream-covered strawberries on the way to the table.

I tell you that the satisfaction of just that one meal would pay the cost of a bed of Everbearers in your back yard. It's a fact that you can enjoy the fruit when other people have long forgotten the taste.

Then why don't you send in your order today. Let me book it before my stock of plants is exhausted. At the rate the orders are coming in we may not be able to fill all of them.

### History of the Ferris Everbearing Strawberry

I developed my Improved Progressive Everbearing Strawberry from the original Progressive Everbearing Strawberry that was discovered by a Grundy County farmer. So this berry is strictly an Iowa product. By careful breeding I have made a very superior strawberry.

### Features of the Improved Progressive

They are larger than the older type. They combine this large size with the rich color and delicious taste of the best standard varieties.

# Ferris Improved Progressive Strawberries



A Wonderful New Berry, Ripe Luscious Fruit From July Until Frost

This Everbearing Variety enables you to enjoy this fruit long after the taste of ordinary Strawberries has been forgotten.



PAID \$3.00 FOR 100 PLANTS—SOLD \$114.00 WORTH OF BERRIES IN AUGUST.

Earl Ferris Nursery Company, Hampton, Iowa.

Tacoma, Washington, R. F. D. No. 2.

Having received a folder from you today, I thought it my duty to let you know about the 100 everbearing strawberries I purchased from you for \$3.00 a year ago.

I got a good return the first summer set. Then in the fall I replanted some of the runners from these plants. The yield was all we could use in the spring and summer; then took a rest and early in the fall started to yield very heavy. They kept it up steady until the frost came.

From this bed of strawberries, the original cost of which was \$3.00, I sold \$114.00 worth of berries in August besides having all of the berries we could use all summer. The berries are very large and have a fine color to them.

I haven't seen any everbearing strawberries that could compete with your strawberries. They certainly speak for themselves. I do not keep fruit trees for profit. In case I did I would get them from you.

Very truly yours,

CHARLES W. CHALSTROM.

### When Do They Bear

Ferris Everbearing Strawberries, if planted in April, will begin bearing in August. My Everbearing berries begin to bear sometimes as early as July when planted in April. I have personally picked 136 berries from one plant in August, and once got four quarts of berries from 150 plants at one picking.

The second season the Progressive Improved will start bearing about two weeks earlier than the Dunlap, making them the first strawberries of the season. They will then stop bearing for a while and then have a heavy crop in the fall which is continuous from July until frost.

### Why Plant Improved Everbearing Strawberries

Because they are very hardy and very prolific.

Because the berries have a very high market value.

Because although early frost may nip them, the plant will in a few weeks begin bearing again just as if nothing had happened.

Because they are not an experiment, but a sure bearer every year, if climatic conditions are at all favorable for the growth of any plant.

Because the berries are ripe and ready for the table when there is a dearth of other fruits. "Between hay and grass," you might say.

Because you can have a patch of Everbearers with the least labor and expense of anything you can plant.

Because the Ferris Improved Progressive has longer roots and for this reason will withstand drouth better than any other plant.

Because Ferris offers you a GUARANTEED Everbearing Strawberry. Read further.

### What I Will Do

I will cheerfully refund the purchase price of every Everbearing strawberry plant you may buy of me, at any time within one year of date of purchase, if the plants I ship do not bear quantities of fine, large, delicious berries during the summer and fall months. This guarantee is given, of course, with the understanding that there is no serious drouth and that you will follow the few simple directions I give in regard to the care of the plants.

## Prof. Hansen's Hybrid Cherry-Plums



### Hardy Pears

The planting of the Pear is rapidly extending as its value is appreciated. The time will soon be here when the pear will be a very common fruit as far north as Southern Minnesota, and every Iowa and Nebraska farmer should have a few pears in his orchard. The pear, like all highly desirable and valuable fruits, cannot be had without attention and labor. The high prices which it commands on the market will repay one to give the tree the high cultivation necessary to secure the best results. Pears prefer a strong loam, but succeed well in a great variety of soils, and upon any land that will produce a good crop of vegetables, grain, etc.

**BARTLETT**—Summer. Large size, with a beautiful blush next to the sun; very juicy and highly flavored; bears early. One of the most popular sorts. A delicious eating pear and makes the finest of canned fruit.

**DUCHESS**—Autumn. Very large, dull, greenish yellow, streaked and spotted with russet; flesh white and very juicy, with a rich, excellent flavor. The tree is a strong and vigorous grower, and an abundant bearer.

**KIEFFER**—Autumn. Large; rich golden yellow, sometimes mottled red on the sun-exposed side. Fruit very large; flesh is white, crisp, juicy and of a slight quince flavor. Highly prized for canning. It has become a profitable market variety on account of its good shipping and keeping qualities. To properly ripen, the fruit should remain on the tree until leaves begin to fall, then gather carefully and allow to ripen in a cool, dark cellar or other place of even temperature. Tree a most vigorous grower and early bearer; one of the most resistant to blight; very prolific, and widely planted throughout the country. The tree is so hardy and free from insect pests as to give it greater value than most other varieties. The fruit is of high color and great beauty.

A new fruit originated by Prof. Hansen, of the South Dakota Experiment Station, a cross between the cherry and the plum, perfectly hardy, well adapted to our Northern States. Young trees bear fruit the next year after planting. Larger than an ordinary plum, flavor as good or better than the apricot; in fact, just the thing for your garden. You cannot afford to do without them.

Our stock is limited to a few thousand each of these plums and we advise you to order at once. The descriptions given below were sent to us by Prof. Hansen and can be absolutely relied upon with the following exceptions, that the Hansen's Hybrids produce considerably larger fruit here in Iowa than they do in South Dakota, that they are hardy everywhere, and we have seen them bear abundantly in the nursery row the first year after planting. At the present high cost of living you cannot afford to be without them.

The following descriptions were written by Prof. Hansen and can be found in Bulletin No. 103, Agricultural Experiment Station, South Dakota State College of Agriculture.

### Hanska

(Sioux Indian word for "Tall")

The name is given in allusion to the extraordinarily rapid growth in nursery, three-year-old trees attaining a height of twelve feet; two-year-old trees are too heavy to ship well. The female parent is a seedling of our wild Northwestern plum (*Prunus Americana*); the male parent is the very large, firm-fleshed, fragrant, apricot plum of China (*Prunus Simoni*), and popular in orchards of California. The Hanska fruited first in 1906 and 1907 on two and three year old trees in nursery row. In fruit the Hanska closely resembles its Chinese parent in form, color, fragrance, quality and firmness of flesh. Exhibited at the South Dakota State Fair three years in succession, the fruit of this variety has been much admired for its beautiful color, which is bright red with heavy blue bloom, firm yellow flesh, good quality and rich fragrance; fruit in 1909 was one and one-half to one and nine-sixteenths inches in diameter. When cooked the strong apricot flavor is brought out to perfection, entirely unlike any native plum. The flat shape also distinguishes it from all the other hardy plums grown in the Northwest.

### Opata

(Sioux Indian word for "Bouquet")

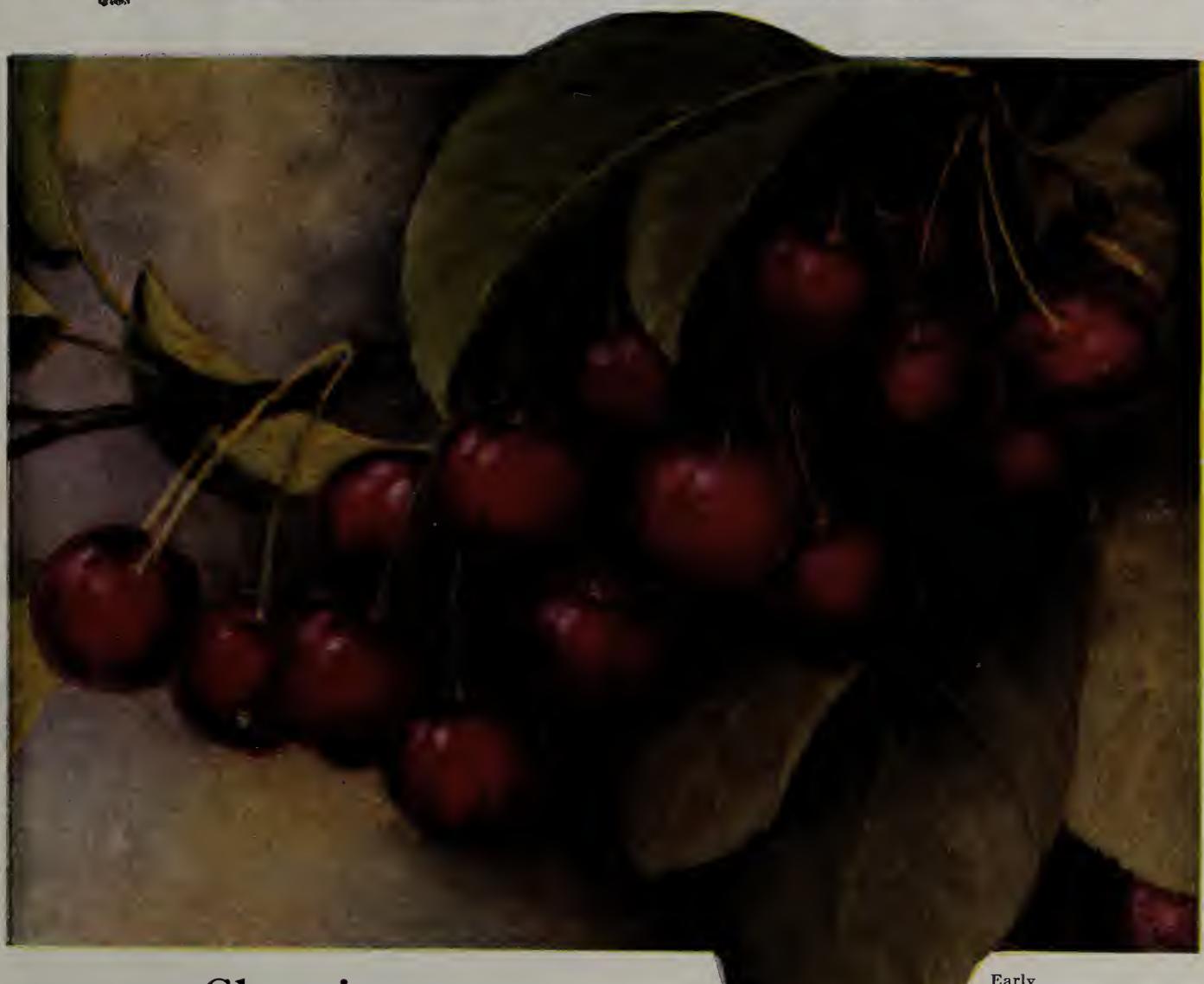
First sent out in spring of 1908 as one-year-old trees from bud; these bore freely the following year in many places. The excellent quality of the Opata makes it worthy of wide popularity for table and culinary use. Female parent, the Dakota sand cherry (*Prunus Besseyi*); male parent, the Gold Plum, a very large hybrid Japanese variety originated by Luther Burbank and for which three thousand dollars was paid when first introduced. Opata is a plum tree in habit, of vigorous growth, and forms fruit buds freely on one-year-old shoots in nursery; foliage large and glossy. Fruit one and three-sixteenths inches in diameter, dark purplish-red with blue bloom; weight one-half ounce; flesh green, firm; flavor very pleasant, combining the sprightly acid of the sand cherry with the rich sweetness of the Gold Plum. Excellent for eating out of hand. The thin skin can be chewed and eaten, as it is entirely free from acerbity. Pit very small; season extremely early. Our best Opata fruits in 1909 were one and five-eighths inches in diameter. Very strong grower in nursery and orchard and an early and heavy bearer.

### Sapa

(Sioux Indian word for "Black")

The female parent is one of our selected seedlings of the Western sand cherry, (*Prunus Besseyi*), a favorite fruit of the Sioux Indians; the male parent a very large purple-fleshed Japanese plum originated by Luther Burbank of California and by him named the Sultan. The Sultan is a plum of the Satsuma type and is perhaps a cross with some other species. The Sapa fruited first in 1907 on a tree cut back very severely for bud sticks. The tree is plum-like in habit; one-year trees in nursery have many fruit buds; the glossy, dark purple skin, and the rich dark purple-red flesh of its Japanese sire.

One year trees sent out in the spring of 1908 bore freely in 1909 in many places. Specimens of the Sapa grown in Minnesota took first prize as a seedling plum at the Minnesota State Fair in 1909. In 1909 our best Sapas at Brookings were one and three-eighths inches in diameter, weight five-eighths ounces, on one-year-old trees set the preceding year and bearing a heavy crop. The rich purple color of the skin is dulled at first by being overspread with a thin gray, which disappears as the fruit attains full ripeness. Season extremely early.



## Cherries

The Cherry is one of the most ornamental of our fruit trees, which, with its delicious and refreshing fruits, makes it very desirable for planting near the dwelling where beauty and shade as well as fruit is desired.

There are very few more desirable fruits than the Cherry. They are being planted more and more each year in all sections of the country, and there is always a good demand on the market for good fruit. Aside from their fruit value they make very ornamental trees for the lawn. The fruit is delicious when eaten out of hand or preserved. No home garden is complete without a few Cherry trees. The Cherry thrives best on sandy soil, and there it attains its greatest perfection. It will do well in almost any situation except a wet one. For commercial purposes, plant a cherry orchard, because there is, perhaps, no fruit always so much in demand and always bringing good prices. Cherry trees are infected with fewer diseases and insects than any other fruit trees. It is not necessary to spray the cherry tree, although, of course, spraying will benefit the tree. The San Jose scale never bothers sour cherry trees. The so-called "Sour" varieties are hardy, vigorous and frost-resistant. They are easily grown wherever the apple succeeds, and are late bloomers. Few fruit trees will bear such an abundant amount of luscious fruit year after year with as little attention and expense. The rich, sweet, meaty cherries can be shipped long distances and are very profitable in suitable localities.

**EARLY RICHMOND**—Everywhere the most popular. Tree strong, thrifty grower, making a large, symmetrical head; fruit medium size, dark red and juicy; acid flavor and especially valuable for cooking purposes; tree an early and abundant bearer.

**MONTMORENCY**—A beautiful, large, red, rich, acid cherry; much larger and firmer than Early Richmond, and a week or ten days later in ripening. Being extraordinarily prolific and very hardy, it can be recommended as a variety of great value. Valuable for canning and preserving. The Montmorency Cherry is in great favor wherever cherries are grown. The tree is a strong, upright grower. There is always a heavy demand for this variety.

**MORELLO**—Tree moderate grower, hardy; an early and great bearer; the most valuable of the late varieties. Fruit large and round; skin dark red, becoming nearly black when fully ripe; flesh dark red, tender, juicy, and of a pleasant sub-acid flavor when fully ripe.

Early  
Richmond  
Cherries.

**OSTHEIM**—A hardy variety imported from Russia. Fruit large and dark red; flesh light red, tender and juicy, rich pleasant flavor. Tree a moderate grower.

## Native Plums

Native Plums are hardy, produce large crops, mostly of early and medium sized highly colored fruit. They seem to thrive in the most unfavorable locations of soil and climate. When planting this type, several varieties should be planted in the same orchard so the blossoms will fertilize properly.

**DE SOTO**—Fine for eating or canning. Tree a moderate grower; bears young and profusely; hardy throughout the North. Is best planted on moist, rich ground and the fruit thinned. Use this variety for fertilizing. Season medium.

**FOREST GARDEN**—A strong growing tree; needs a little attention to keep in shape to avoid splitting and breaking of limbs. A profuse bearer and perfectly hardy; nearly round, mottled red and yellow; rich and sweet. Season medium.

**HAMMER**—Large, oblong, light red, of fine quality, profusely fruitful; fine for canning or market. Season late.

**HAWKEYE**—Large; color light mottled red; plum of superior quality. Firm; carries well to market. Tree hardy and thrifty; annual bearer. A splendid fertilizer. Season late.

**WILD GOOSE**—A very popular fruit. Tree vigorous, upright grower; fruit medium to large; rich golden yellow, shaded with red; flesh yellow and juicy; flavor rich and good. Early.

**WOLF**—Fruit large, a perfect freestone. Quality fine; superb for cooking and for serving fresh with sugar. Tree a good grower and hardy. Season medium.

**WYANT**—Large, conical shaped plum, dark red color; thick skin; peels readily; flesh firm; freestone, and of excellent quality. Native of Iowa and hardy. Season medium.



Loudon.

### Red Raspberries

**CARDINAL**—Originated in Kansas; heavy grower, hardy; berries firm and of excellent quality; very productive.

**CUTHBERT**—Canes tall, vigorous and very productive; berries large, conical, rich crimson color, best quality, good shipper. The canes are very thrifty growers, upright in shape, light yellow in color and generally quite hardy. It does exceedingly well when well cultivated.

**LOUDON**—The superior points of this excellent red raspberry are vigor of growth, large fruit, beautiful, rich, dark crimson color; good quality and marvelous productiveness and hardiness. Stands shipping better than most.

### St. Regis Everbearing

Raspberries for four months, and raspberries the first season. The St. Regis Raspberry is of iron-clad hardihood. The canes stand severest cold uninjured. Its foliage never suffered by sunburn or scald. The cane growth is not impaired by the heat or drouth of summer. It is the earliest of all red raspberries. It is wonderfully prolific, the first main crop being far greater than that of any other red variety known. Berries are bright crimson, of surpassing quality. Texture is firm; can be kept in good condition longer after being gathered than any other red raspberry. A favorite as a shipper.

### Black Raspberries

**CUMBERLAND**—The largest raspberry known, fruit frequently seven-eighths to fifteen-sixteenths of an inch in diameter. Its immense size, firmness, and great productiveness entitles it to first consideration; unusually strong grower, throwing up stout, stocky canes; perfectly hardy. Is by far the most profitable raspberry grown for both home and market use.

**GREGG**—This is a large, late, blue-black berry. Produces heavy growing canes that branch out sparingly; hardy; produces firm, black berries. Late ripening and good quality make it a favorite.

**KANSAS**—A seedling originated at Lawrence, Kansas. Berries very large, jet black, and of the very best quality. It stands the trying climate of Iowa.

**OLDER**—Originated in Iowa and has stood all our severest winters well. Coal black, as large as Gregg and five days earlier.



Snyder.

## Raspberries

The Raspberry is one of the most delicious and popular fruits grown. They are always in demand in season, and command good prices on the market. For canning they are unexcelled. They are easily cultivated and require little care.

The great improvement in the hardy varieties makes the growing of this fine fruit comparatively easy; any good soil will do, but a light, loamy one is preferable. Plant in rows five or six feet apart, leaving one foot between the plants; remove the old canes as soon as the fruit is gone, and do not allow more than three or four new ones to each hill; pinch the young canes when three or four feet high, and continue pinching in the laterals when a few inches long. Treated in this way they will need no stakes, but will support themselves.

Trim out the dead or old fruiting wood each year after the last picking and burn it up. Trim back the ends of the canes about one-third early in the spring of each year. If liable to winter-kill bend the canes over to almost horizontal position and partly cover with earth, removing same in early spring.



Gregg.

### Blackberries

The growing of this very delicious and healthful fruit is attended with so little trouble and expense that every garden, however small, should have at least fifty plants. For cooking purposes they are unsurpassed, and will yield a dark wine of excellent quality. They require well drained land and do best when confined to narrow continuous rows and are well mulched under the bushes. If the rows of canes spread in spite of your vigilance, the next best thing is to take a scythe or pruning hook and cut off the surplus canes close to the earth, leaving only a narrow row. Blackberries require cultivation in order to be hardy, and annual fertilization in order to be fruitful. Commercial fertilizers rich in phosphoric acid and potash, rather than nitrogen, are best to use, much safer than barn manures.

Any moderately rich soil will answer for their cultivation, but to avoid a too strong growth and straggling habit, the ends of the shoots must be occasionally pinched in during the growing season, thereby encouraging the plants to form dwarf bushes, making it easier to work among them, and at the same time causing the plants to produce a larger crop and finer berries. An annual dressing with manure will produce an excellent effect on the succeeding crop of fruit.

**EARLY HARVEST**—This is one of the earliest Blackberries, but needs winter protection. Fruit medium size, quality good, and prolific bearer.

**RATHBUN**—This new Blackberry has been tested over a wide area and is said to surpass any blackberry on the market. Berries large, jet black and of very fine quality. Ripens early.

**SNYDER**—The standard early Blackberry for the north country. The canes are healthy, hardy and very productive. It is an upright grower, stiff and abundantly able to hold up the enormous crop of fruit. The berries are medium to large in size, round in shape, very firm and of good quality when well ripened. The canes are reddish in color and extremely hardy. The Snyder is to blackberries what the Cuthbert and Plum Farmer are to raspberries and the Dunlap to strawberries, the most universally grown.

**STONE'S HARDY**—Claimed to be even hardier than Snyder. A vigorous grower; berries glossy black and of good flavor. About eight days later than Snyder.

## Currants

**CHERRY**—The largest of all red currants; berries sometimes one-half inch in diameter; bunches short; plant very vigorous and productive when grown on good soil and well cultivated.

**FAY'S PROLIFIC**—For size, beauty, and productivity, the most remarkable red currant ever grown. The berry is fully equal to the Cherry currant while the flavor is much superior. The cluster is double the length on an average, and the fruit hangs on well, never dropping.

**WHITE GRAPE**—Very large, yellowish white, sweet or very mild sub-acid; excellent for table. The most productive of the white sorts.

## Gooseberries

**DOWNING**—Fruit very large, flesh whitish green, soft, juicy and good; plant vigorous and prolific, one of the best. A favorite for family use, and is also a good market berry.

**HOUGHTON**—The old well known sort; pale red, sweet and good. It is rather small, but a productive, healthy and very reliable gooseberry.



Houghton.

## Grapes

The Grape is the most healthful of all fruits and most highly esteemed for its many uses. It can be grown by anyone who has a garden or yard and a little time to give to it. The vines can be trained up the side of a building or a garden fence or over an arbor, but the more profitable way is to grow them on a wire trellis.

**Pruning**—Annual and careful pruning is essential to the production of good grapes. If the roots are called upon to support too much wood, they cannot bring to maturity a fine crop of fruit. By proper pruning you concentrate the vigor of a vine into a smaller number of canes and clusters, which it can perfect. The pruning should be done from November to March, while the vines are entirely dormant and before the sap starts.



Concord Grapes.

### Black Grapes

**CONCORD**—One of the most popular and reliable varieties we possess; bunch large, compact; berry large, round, almost black, with blue bloom; juicy and very sweet.

**MOORE'S EARLY**—A large grape of good quality, ripening about two weeks earlier than Concord; good grower; makes a moderate yield; very valuable as an early grape.

**WORDEN**—Seedling of the Concord, which it greatly resembles in appearance, but the berries are larger, and the flavor generally considered better. The fruit ripens several days earlier.

### Red Grape

**AGAWAM**—Bunch large; berry large and round; reddish brown in color; tender, juicy and of excellent flavor. Very vigorous and productive. Vine hardy.

### White Grapes

**MOORE'S DIAMOND**—A vigorous grower, with dark, healthy foliage; entirely free from mildew. A prolific bearer; bunches large, handsome and compact; color delicate greenish-white, with rich yellow tinge when fully ripe. Skin smooth and free from specks; pulp tender, juicy and nearly transparent, with very few seeds; berry about the size of Concord. Ripens about two weeks before Concord.

### Asparagus

**CONOVER'S COLOSSAL**—This variety is much superior in size and quality to any of the old common sorts, being remarkably tender and fine-flavored. The large green shoots, one to two inches in diameter, are sent up thickly from the crowns, making it a very profitable variety.

**PALMETTO**—Until recently we believed that Conover's Colossal was the best sort known, but we are now forced to concede that the Palmetto is earlier and a better yielder and more even and regular in its growth, and that it will eventually supersede the old favorite. It has been tested both north and south, and has proven entirely successful in every instance.

### Rhubarb

**LINNAEUS**—Early, very tender, and has a mild sub-acid flavor, not "stringy" or tough. The plant is large, and for pies or other culinary purposes it is the housewife's favorite.

### Horseradish

In planting Horseradish fit the soil the same as for strawberries, and plant the cuttings point downwards, with the top of the cutting about one inch below the surface of the soil. Cultivate the same as any garden crop. In about two weeks the leaves will show above the surface.



## Hardy Roses

Long before history began the Rose was loved, as now, for its beauty and fragrance. No home is truly a home without at least a few of these charming plants. Our Roses are strong plants, grown out-of-doors, well rooted and in every way desirable. They love a clayey soil and an open, airy situation. All Roses in this climate are benefited by being laid down and covered in winter. All of our Roses are extra strong, field grown plants.

### Rambler Roses

The Rambler Roses are perfectly hardy and are suitable for trellises, fences, porches, pillars, pergolas, arches, etc.

**CRIMSON RAMBLER**—Nothing equals this as an all round hardy garden rose, on account of its brilliant color, profusion of bloom, and length of time the flowers last. It may be used as a climber, or can be grown in large bush form. It blooms in large clusters of 50 to 100 flowers, covering the foliage its entire length with a solid mass of the most beautiful, perfectly shaped miniature crimson blossoms. Blooms last of June.

**WHITE RAMBLER**—Very similar to the Crimson Rambler with the exception that the flowers are pure white. Very hardy, blooming in great profusion. Very popular.

**BLUE RAMBLER**—The wonderful new rose resembles the Crimson Rambler in its climbing habit and profusion of blossoms. Flowers medium sized. When first opened its color is an attractive shade of violet crimson, later changing to a beautiful shade of violet-blue. Coloring is very distinctive. A novelty deserving attention.

**DOROTHY PERKINS**—This is a splendid new shell-pink climbing rose. This new rose is of the same strong habit as the Crimson Rambler, and the flowers are borne in clusters of thirty and forty and sometimes fifty to sixty. The flowers are large for a rose of this class. Very double and sweetly scented.

**WHITE PERKINS**—Closely resembles its parent, the Dorothy Perkins, with the exception that it has pure white flowers. Very popular.

**EXCELSA (Red Dorothy Perkins)**—Fine crimson scarlet. Flowers are borne in large clusters. Vigorous grower, good healthy foliage; one of the best Climbing Roses.

**QUEEN OF THE PRAIRIE**—Bright rosy red, large, compact and globular flowers; blooms in clusters; a good strong grower. One of the best.

### Climbing Roses

**BALTIMORE BELLE**—Pale blush, nearly white, very double; flowers in beautiful clusters; one of the best white climbers.

**PRAIRIE QUEEN**—Bright rose, in clusters, vigorous; very free bloomer.

**SEVEN SISTERS**—Fine, free bloomer, bright scarlet. One of the best of the old-fashioned sorts. Flowers borne in clusters.

**TAUSEND SCHON (Thousand Beauties)**—A very profuse bloomer, beginning in June and continuing until the last of July. A lovely shade of soft pink when opening, changing to carmine later. Bloom in clusters and show different shades at the same time. The older blooms will be deep pink shading to light shell-pink of the newest buds, which characteristic gave its name of Thousand Beauties. A strong and vigorous grower.

### Moss Roses

**CRESTED MOSS**—The deep pink buds are surrounded with a mossy fringe. Fragrant. One of the best.

**RED MOSS**—Dark red; very large and full. Free in production of bloom; finely mossed.

### Hybrid Perpetual Roses

These are hybrids or crosses between June and Monthly Roses, partaking of the hardiness of one parent and the perpetual blooming habit of the other. They are by far the most popular family of Roses, needing good soil and culture, as they can bloom only on new shoots of the current season. Free manuring after first crop will insure better blooms later in the season.

**GENERAL JACQUEMINOT**—This might be called the rose for the millions, for it is still a universal favorite. Of a bright carmine-scarlet, exceedingly rich and velvety.

**EARL FERRIS NURSERIES & Hampton, Iowa**  
**EVERGREEN SPECIALISTS**

**HYBRID PERPETUAL ROSES—Continued.**

**GENERAL WASHINGTON**—Color brilliant crimson; very rich and beautiful; large, perfectly double, and a free bloomer.

**PRINCE CAMILLE DE ROHAN**—Very dark, velvety crimson; large, moderately full, handsome.

**ULRICH BRUNNER**—Bright cherry red; bush a vigorous grower and a free and continuous bloomer. One of the best.

**J. B. CLARK**—This splendid new Rose is a very strong grower with clean, heavy foliage. Flower large, deep scarlet overlaid with crimson.

**MADAM PLANTIER**—This is by far the best hardy white rose grown, although it blooms but once a year and that in June. We have at our nursery a Madam Plantier Rose bush that is over 30 years old and still blooming profusely each season. It is one of the best for Cemetery and landscape planting, having large clusters of beautiful, good sized creamy white flowers.

**IOWA FARMER MAKES \$82,000 ON REAL ESTATE THIS YEAR.**

One of Hampton's leading bankers told me the other day that Eugene Mallory sold real estate this year for \$82,000.00 more than he paid for it. Mr. Mallory is one of our best and most reliable cattle feeders, and for a number of years has been buying up farms and improving them. The first improvement he places on a farm is a Ferris evergreen windbreak and he says that they add more dollars at smaller cost than any other improvement he can place upon a farm. Mr. Mallory has but one farm that he has refused to place a price on. In a conversation with him he made a statement that he believed he had as good or the best evergreen windbreak in the State; that money could not buy it and that, on account of this beautiful windbreak, he never expected to part with this one farm.



Gladiolus.

### Gladiolus

Gladioli are universally admired for their magnificent flowers, which are of the richest colors. To obtain a succession of bloom, they should be planted every two weeks, from the first of April to the beginning of June. They will then produce a succession of bloom from July until November. Plant in good, dry, sandy loam. Dig the row or bed from eight to ten inches deep, then rake it thoroughly before planting your bulbs; if stable dressing is used it should be spaded in when the bed is first dug over. Hen dressing can be used, giving first-class results, if applied properly; but it must be put in at the bottom of drill or bed, then covered with fully an inch of soil before the bulbs are planted. The bulbs after being planted should then be covered from four to six inches deep; just as soon as they show their heads through the ground they should be cultivated. If this is continued once a week, till they commence to flower, one will be sure of first-class results.

In autumn, when the leaves turn yellow, the bulb is sufficiently ripe to take up. After taking up, they should be sun-dried for a day or two then put in a dry cellar and kept from frost.

**FRILLED PINK**—Light pink with yellow and white markings.

**PRESIDENT TAFT**—A large, robust growing pink.

**MEADOWVALE**—One of the purest white grounds. A touch of vivid crimson in the throat, delicate line in three lower petals.

**NO. 112**—Yellow with long red blotch.

**NO. 121**—Large salmon-cream, with maroon blotch.

**AMERICA**—Most popular light pink in the world.

**BERNICE**—Tawny yellow with pink shadings. Early. Many open at one time.

**CHICAGO WHITE**—Tall spike and medium good size flower. Many think this is the coming white for florists. Certainly fine.

**INDEPENDENCE**—The best light red in the market under name. Strong, upright grower, clean foliage, large cherry flower of perfect shape, marked with white and maroon in throat, and on good spike. Fine by artificial light.

**MRS. FRANCIS KING**—Long spike of immense flowers, light scarlet, shaded salmon. Spike often branched. Most popular scarlet.

**EVELYN KIRTLAND**—The flowers are a beautiful shade of rosy-pink, darker at the edges, fading to shell pink at the center, with brilliant scarlet blotches on lower petals. Wonderfully decorative.

**CRACKER JACK**—Large flowers of rich velvety red; throat spotted yellow and dark maroon.

## Hardy Herbaceous Perennials

These can be used to best advantage in groups and beds on the lawn, as borders for drives, walks, or in front of shrubbery and in the garden. Some of the taller growing sorts may be planted in among the shrubbery, with good effect. Most of the perennials can be planted in the spring or fall. Soil should be kept well fertilized. A light covering of coarse, strawy manure or something that will not pack, is beneficial in winter.

### Peonies

A noble flower and hardy as the oak. Its vigorous habit and healthy growth, free from all diseases and insects, are important arguments in favor of its cultivation. The foliage is rich and glossy and of a beautiful deep green color, thus rendering the plants very ornamental even when out of flower.

The old-fashioned common peonies in our grandmothers' garden can still be furnished in the common red, white and pink colors, but these have been eclipsed by the wonderfully improved sorts introduced in recent years. They are the "Queen of the Spring Flowers," valuable for planting in groups, through the perennials, or for shrubbery borders. No other flower is so well adapted for large, showy bouquets.

The requirements of peonies are so simple, a good rich soil, an open, sunny position, and a liberal supply of water during their growing season being sufficient to give an abundant wealth of flowers. They are well adapted to the climate of our most northern states. They grow well in almost any soil, although the flowers will be finer and the colors brighter if planted in a deep, rich loam.

Don't be disappointed if the blooms the first year after planting are not up to expectations. Many of the finest double varieties will bloom single or semi-double the first year, and will not always attain full perfection until the third year after transplanting.

New and select varieties which we especially recommend:

**AGIDA**—Bright red, gay and showy; very free-flowering. Mid-season.  
**BARON JAS. DE ROTHSCHILD**—Pale lilac rose with cream white collar petals. Midseason.

**BOULE DE NEIGE**—White with sulphur center, inner petals margined with carmine. Dainty and beautiful. Midseason.

**DUCHESSE DE NEMOURS**—Beautiful sulphur-white blooms, fading to pure white, beautiful in bud and a good cut flower sort. Early.

**DUCHESSE D'ORLEANS**—Deep showy pink, with violet tints on center petals. Midseason to late.

**FULGIDA**—Bright magenta-red. Very free bloomer, semi-double. Fine for landscape effects. Rather late.

**GLORY OF BOSKOOP**—Pure white. Midseason.

**IN SIGNIS**—Light pink. Midseason.

**LAMARTINE**—Soft lilac-rose or shell-pink, with darker center, outer petals fading to white. Fragrant; free bloomer; midseason. A beautiful sort.

**L'ECLATANTE**—Dazzling crimson. Strong growing; midseason. A very fine sort.

**LOUIS VAN HOUTTE**—Bright red, semi-double. Free bloomer, on strong, upright stems. Late.

**MARIE LEMOINE**—Large, silver-white, on strong stems of medium height. Very late. A fine variety.

**MLLE. LEONIE CALOT**—Medium size; clear, soft salmon flesh, with occasional carmine on tip of petals. Very sweet. Late.

**QUEEN VICTORIA**—Large, compact bloom, with broad outer petals; opens blush white, shading to pure white. Center petals marked red. Medium early; a fine cut flower sort.

**ROSEA ELEGANS**—Fine soft pink. Midseason.

**RUBRA TRIOMPHANS**—Large, semi-double, dark purplish crimson; petals large, very sweet. Strong, healthy grower. Early mid-season.

### Iris

The "Fleur de Lis" of France, and well-beloved favorite in every old-time garden. Although capable of establishment in every kind of soil, they attain greater perfection of growth and flowering in a damp or marshy situation. The delicacy of tinting in their flowers makes their spring advent a source of keenest pleasure. Best of all, they are sweetly fragrant. No garden is complete without a good selection of these lovely flowers.

**CELESTE**—Pale azure blue.

**CHERON**—Standards lilac mauve; falls violet, veined white.

**DARIUS**—Stands lemon yellow; falls yellow, slightly veined.

**HER MAJESTY**—Stands bright lavender-rose; falls crimson over white, giving a slightly striped effect.

**MADAME CHEREAU**—Pure white, prettily frilled and penciled with light clear blue. One of the best of the taller sorts.

**PLUMERELI**—Standards and falls deep coppery red. Early and free flowering.

**QUEEN OF MAY**—A lovely rose lilac, almost pink. Beautiful.

**ORIENTALIS, BLUE**—Flowers a beautiful shade of dark blue.

**ORIENTALIS, SNOW QUEEN**—Large, ivory white flowers.



Festiva Maxima, White; Triomphe Du Nord, Pink; James Vick, Red.

# EARL FERRIS NURSERIES & Hampton, Iowa EVERGREEN SPECIALISTS

## Phlox

These are justly esteemed as one of the finest of herbaceous plants. They are of dwarf habit, perfectly hardy, of very easy culture, and yield a profusion of bright, showy bloom. They are unequalled by any other hardy plant for the decoration of the garden. The culture is easy. Succeed in any good garden soil. The blooming season may be prolonged by pinching back some of the plants. They may be planted in either fall or spring and are perfectly hardy. Plants should be taken up and transplanted every three or four years.

**BORANGER** — White, suffused rosy pink.

**ECLAIREUR** — Bright rosy magenta with large lighter halo; large florets.

**INDEPENDENCE** — A splendid early pure white.

**PANTHEON** — Large, clear, bright pink.

**RYNSTROM** — Of a Paul Neyron rose pink color. Fine.

## Golden Glow

Grows five to seven feet high and blooms from early summer until frost. Flowers resemble golden-yellow Dahlias.

## Yucca

An evergreen, with large, dense, circular tufts of stiff, sharp-pointed leaves, from the center of which rise the flower spikes in early spring. They are three to four feet high, stout, branching near the top, and supporting hundreds of large, drooping, waxen-white, bell-shaped flowers, that remain perfect for several weeks.



Phlox.



American Ivy—Virginia Creeper—on home of Ross Rogers, Clear Lake.

## Hardy Climbing Vines

Ornamentals of this class are so hardy and beautiful that they deserve greater attention than they receive. No artist can produce pictures equal to the wealth of beauty displayed by the elegant Wistaria, the graceful Honeysuckle, or the charming and magnificent Clematis when in the glory of full bloom, and there is nothing in art that will in any way compare with the gorgeous hues of the Ampelopsis after it assumes its brilliant autumn tints.

Nothing lends such a pleasing effect to wall or veranda as the judicious use of vines. The hardy vine is best adapted for covering an unsightly wall or for furnishing shade and ornament to verandas. With the advent of spring the tendrils are given new life, and as the season advances they soon become a glorious veil of vernal verdure. Hardy vines practically take care of themselves after once established, and are much more desirable and less trouble than annual or tender varieties. Without climbing vines many beautiful homes would present a sad and unprotected picture during our hot summers.

### Ampelopsis Veitchii - Boston Ivy

Leaves small and ivy-like in form. By overlapping each other they form a dense sheet of green. The plant requires a little protection the first winter until it is established.

### American Ivy - Virginia Creeper

A very rapid growing vine covered with heavy leaves affording shade; of great beauty when changing to scarlet in autumn. The best climber to grow over porches, rocks or tree stumps. One of the most hardy.

### Honeysuckle Vine - Trumpet Vine

Splendid climber, vigorous, hardy, with clusters of large, trumpet-shaped scarlet flowers in August.

### Chinese Wistaria

One of the most rapid growing of all the climbing vines. It grows from 15 to 20 feet in a season. Has long, pendulous clusters of pale blue flowers in May or June, and sometimes in autumn.

### Clematis

Of all the vines used for either shade or decoration, none can compare with the Clematis in its many and varied forms. As a climber for the veranda, a screen for fences, for pillars along garden walks, for training on walls or arbors, in masses on rock work, it has no rival among strong growing blossoming plants. Their delight is in rich soil and a sunny situation, and they are perfectly hardy. They should be well mulched with rotten manure in winter. The different varieties and species of Clematis now in cultivation are of the highest beauty and utility.

**ANDRE** — Flowers large, of a beautiful, bright velvety red; very free flowering and continuous bloomer.

**HENRYII** — Fine bloomer, flowers large, of a beautiful creamy white, consisting generally of from six to eight petals. June to October.

**JACKMANII** — A very profuse blooming variety with flowers from four to six inches in diameter, of an intense violet-purple color, borne in continuous masses on the summer shoots. The very best sort for general planting.

**PANICULATA** — A great novelty. One of the most desirable useful and beautiful of hardy garden vines; a luxuriant grower, profuse bloomer, with fine foliage. Flowers white, of medium size, very pretty and fragrant, produced in the greatest profusion in late summer.

## Ornamental Shrubs

The planting of ornamental shrubs is very largely on the increase, and this is as it should be, for with a good selection the lawn can always be beautiful. They are mostly of medium size, enabling one to plant a great variety on a small plat, and the most wonderful assortment of foliage from the darkest green and purple to light orange and silver tints. This addition to the great variety in the blossoms, all unite to keep up a never failing interest. We have selected the very best for our climate.

These plants are absolutely hardy, and once planted, last indefinitely, increasing in size and beauty year after year. For cold climate where hardy plants are needed they stand without an equal. Planted in clumps, masses or used for hedges, screens or for filling unsightly corners, they make a glorious show. We recommend a liberal planting of this class of plants. They last a lifetime and are sure to give splendid satisfaction.

### Flowering Almond

Pink and white varieties. These beautiful shrubs are desirable and scarce. Hardy. They are splendid garden subjects, and should have a prominent place in all shrubbery plantings.

### Flowering Crab, Bechtel's

About the middle of May the trees are covered with beautiful, double, pink, sweet-scented flowers, that look like small roses at a distance. Tree is a moderate grower, hardy and of upright habit. One of the very best.

### Pink Tartarian Honeysuckle

This beautiful shrub is perfectly hardy, grows to a height of 8 or 10 feet. Here in Northern Iowa it is covered with beautiful pink flowers on Decoration Day, which contrasts beautifully with its bright green foliage, but its chief claim is its wealth of orange and red berries, which literally cover the plant in summer and autumn, making a most glorious show. We have found it perfectly hardy, easy to transplant, will grow on any kind of soil with little or no care, and for this reason is very desirable for cemeteries and landscape work, being especially adapted for group or base planting. Every home should have a clump of Pink and White Tartarian Honeysuckle.

### White Tartarian Honeysuckle

Description the same as above except that the blossoms are pure white. Like the Pink it bears great clusters of brilliant red berries in late summer.

### Hydrangea Paniculata Grandiflora

These plants are absolutely hardy, grow in any soil and bloom the same year they are set out. They flower abundantly, bearing hundreds of immense panicles of bloom. White, turning to rose-color in autumn. An annual shortening of the branches tends to increase the size of the flowers. Very fine and valuable for cemetery planting. Grown in rich soil, in beds or masses, and cut back nearly to the ground every spring before growth starts, it is a most magnificent bed for landscape work.



White Tartarian Honeysuckle.

### Tree Hydrangea

The same as *Hydrangea Paniculata Grandiflora*, but grown on stems three to five feet high. Most attractive and desirable, making a desirable specimen for the lawn and especially beautiful when covered with the immense panicles of bloom.

### Lilac

The Lilac appears to best advantage when massed in groups, and only a few varieties of but one or two colors. You may make any number of groups of the different colors; they are easily transplanted in either fall or spring. Moderately rich, moist soil suits them best. The dead flowers should be removed when the blooming season is over, as they give it an untidy appearance. They should not be pruned in winter or spring, as it destroys the flowers.

**PURPLE** — The familiar species of all fine old gardens, with dense panicles of lilac flowers; still most fragrant of any.

**WHITE** — Pure white, very fragrant flowers.

**PERSIAN PURPLE** — A fine old species with slender branches and narrow leaves; it seldom grows more than three to five feet high. Its pale lilac flowers are very fragrant borne in large, loose panicles. Very graceful.

### FERRIS TREES MAKE A GOOD WINDBREAK IN A FEW YEARS.

Titonka, Iowa, Feb. 20, 1918.

Dear Sir:—Please send me your 1918 catalog. Am well pleased with the evergreens I got from you a few years ago. Some are as high as 10 feet now.

JOHN BOCKELMAN.



Hydrangea Paniculata Grandiflora.

PRICES ARE NOT QUOTED IN THIS CATALOG—SEE SPECIAL PRICE SHEET.

### Snowball, Common

VIBURNUM OPULUS STERILE

A hardy shrub with handsome, showy flowers that appear in numerous compact balls in the spring. An old time favorite, and without doubt one of the best of the flowering shrubs. As specimen plants the Snowball has few rivals, and for grouping and massing make possible many charming effects.

### Syringa or Mock Orange

PHILADELPHUS

A tall, vigorous and hardy bush. In May it bears profuse white flowers resembling orange blossoms. These shrubs are very valuable for backgrounds, screens, grouping or specimen plants. The beautiful white flowers are fine for cutting, and are also deliciously fragrant. They not only make a grand display at the flowering period, but they continue to please with their attractive foliage.

### Spirea Van Houtte

BRIDAL WREATH

Graceful, with long, drooping sprays, thickly studded with handsome pure white flowers; hence its popular name of "Bridal Wreath." This is the finest and probably the most beautiful of the Spireas. In May and June the arching branches are covered with little white flowers. The foliage is very beautiful, having dark green leaves, incised borders, pale bluish-green beneath, and persisting until late autumn. Spirea has been much used for making wreaths and garlands. The shrub grows to six feet, is hardy and much planted for borders and single specimens. Perfectly hardy, vigorous grower and fine for a fancy hedge and as a screen.



Spirea Van Houtte.

### Snowberry - Racemosus

Inconspicuous, rose-colored flowers in June and July, followed by large, clustered, milk-white fruits which remain far into winter. The combination of pink flowers and white berries on the same twig is charming. Compact in form, with numerous slender, twiggish branches.

### Weigela Rosea

An elegant shrub, with fine, rose-colored flowers, introduced from China by Mr. Fortune, and considered one of the finest plants he has discovered. Has numerous spreading branches. Leaves are dark green, smooth except on the midrib and veins. The flowers are large, showy, and produced in great panicles. Erect, compact growth. Blossoms in June.

### Indian Currant - Vulgaris

Similar to the Snowberry except that its fruits are red and that the smaller red berries cluster in thick ropes along the weighted-down stems.



Syringa or Mock Orange—Philadelphus.

#### EVERYONE ADMires A FERRIS WINDBREAK.

Dysart, Iowa, April 19, 1918.

Dear Sir:—Every man who comes here admires my two rows of Norway Spruce that I purchased from you a few years ago, and ask, "Where did you get your trees?" I tell them of you, of course. There are so many men that have poor success with evergreen trees here. So many are careless in planting them out—just throw the trees down along the row, then begin to plant, and thus part of the trees get dry before they get into the ground. What will you charge me for seven Norway Spruce trees size 30 inches or more high, and one 2-year-old Agawam grape vine?

Very respectfully yours,  
H. K. BATES.

Westphalia, Kans., May 7, 1919.

Earl Ferris Nursery Co., Hampton, Iowa.

Dear Sir:

The strawberry plants and fruit trees ordered from you arrived in good shape and at present look as though they would all grow. Glad to get such nice trees.

Very respectfully,  
VAL CZINCZOLL.

## Hardy Shade and Ornamental Trees

There is a growing tendency among the people to make home beautiful, and the judicious use of shade and ornamental trees goes a long way toward attaining this. The up-to-date farmer, as well as the owner of city and suburban property, realizes that a well-kept lawn, nice shade trees and good windbreaks add not only to the beauty of the place, but to the cash value as well.

In planting, one should have some definite object in view. It is not advisable to plant, hit or miss, whatever happens to be handiest or perhaps cheapest. Rather make a careful selection of the trees that will group well together, and give a pleasant view to the landscape. If you do not know just how to do this, send us a sketch of your place, and about how much you wish to expend. We may be able to help you in this matter.

### Carolina Poplar

Takes front rank among the best of poplars; it is one of the most rapid growers among shade trees. Its branches spread just enough to give it a symmetrical appearance. It has advantages over other shade trees because it will grow on any kind of soil, swampy or muck, light or heavy. Its roots penetrate the hardest soil, it withstands all hardships and thrives in places where others fail to live. It is easily started and gives shade in a short time after planting. Its leaves are large and stay green till quite late in the fall.

### European Mountain Ash

A very pretty tree with abundant clusters of large orange berries in autumn. It is known and highly esteemed as one of the most beautiful trees that grow. A vigorous grower, and will add much to the beauty of your home.

### Catalpa Speciosa

The most valuable tree known when planted for commercial purposes. A thick, rough-barked tree of soft, white wood. The wood is largely used for fence posts, railroad ties and telegraph poles. The value of the plantations of this wood in Kansas is estimated by the United States Department of Forestry to be from \$300 to \$400 per acre. We have an extra fine lot of these trees suitable for shade trees, parks, etc. They are beauties in every sense of the word.

### Basswood - American Linden

This is one of our strong-growing native trees, and one of the most desirable trees we have for shade purposes. It grows rapidly to immense size and forms a round, compact top; this, with its broad green leaves, makes a dense shade.



Carolina Poplar.

### Black Walnut

This species is a common and stately forest tree in the Middle and Western States; grows from forty to sixty feet high, has an open, spreading head and is rapid in growth; produces large crops of nuts with rough, hard shell, containing rich, oily kernels of fine flavor. It is hardy, and succeeds best on a rich, deep, moist soil. Odd corners on the farm may be utilized to advantage by planting nut trees, which are a source of both pleasure and profit to the owner.

### Hard Maple - Sugar

Upright, round top, more dense than any other maple; foliage turns to yellow and bright red in autumn. For grace of form, beauty of foliage and grateful shade no tree can excel it.

### Norway Maple

Of spreading, rounded form; foliage large, dark green—a rich and majestic shade tree.

### Elm

The noble, spreading, drooping tree of our woods. One of the grandest park or shade trees. A magnificent, stately tree, easily distinguished by its wide, weeping top and pendulous branchlets. One of the most noble and graceful trees where a tall, spreading tree is desired. For seedlings, see prices under Forest Tree Seedlings.



Hard or Sugar Maple.

Bird Island, Minn., June 6, 1919.  
 Mr. Earl Ferris, Hampton, Iowa.  
 Dear Sir:

Received nursery stock in good condition and apple trees were well rooted, which I like; also the berry bushes. I was out this week to my farm to look at the apple trees which I planted in May. They all grow. I am well pleased with the stock, and many thanks for the extra trees you sent me. They are doing nicely.

Yours truly,  
 HENRY BRODERNIS.

## Weeping Trees

### Cut-Leaved Weeping Birch

Beyond question one of the most popular and elegant of all weeping trees. Its tall, slender, yet vigorous growth, graceful, drooping habit, silvery-white bark and delicately cut foliage present a combination of attractive characteristics rarely met with in a single tree. It is easily transplanted and thrives well in any soil and climate.

### Wisconsin Weeping Willow

A beautiful tree with straggling, weeping branches. Makes a fine tree for the lawn or background.

## Forest Tree Seedlings

Our supply of Forest Tree Seedlings is very limited this year, so we would advise you to get your order in early. Other nurseries have few, or no Forest Tree Seedlings to offer. Our seedlings are a fine lot, well-rooted, one-year-old, just the right size for good results.

If desired by Parcels Post add 20c per hundred for postage and packing. Your choice of Honey Locust, Mulberry, Silver Maple, Soft Maple, Elm, and Catalpa.

### Golden Willow

We consider the Golden Willow by far the best willow for Western planters. Have a fine lot of one-year, average about two feet high.

There is no other way of investing a few dollars that will pay as large and constant returns as will the planting of trees, shrubs, or plants; either for utility or beauty. There is no possible investment of either money or labor that will add as much to the salable cash value of a farm or a city home as an attractive planting of trees and shrubs around the house and grounds. There are cases without number where an investment of \$25 to \$50 and a little care for two or three years has increased the sales value of a house and lot from \$200 to \$500. Aside from the actual commercial considerations, the joy of owning and living in a tasty home is reward enough to repay the cost and effort required.



Cut-Leaved Weeping Birch.

PRICES ARE NOT QUOTED IN THIS CATALOG  
SEE SPECIAL PRICE SHEET.



NORWAY SPRUCE HEDGE.

The above cut was made from a photograph taken on the Campus of University of Ohio, showing Norway Spruce hedge trimmed to 6 feet high, and 40 foot Norway Spruce in the background, all the same age. The Norway Spruce is a wonderful tree wherever planted.

## Hedges

A living fence—one made of plants, attractive with their green leaves, formal trained or arched branches, colored foliage or bright berries is surely more pleasing than the still, rigid mechanical effect obtained by the similar use of wood or metal.

A lawn hedge is permanent—once planted, only occasional pruning or shearing is required. It is better practice in pruning to round the top than to shear perfectly flat at top, as this gives the bottom and side branches an opportunity to reach the sunlight and air necessary for full development of the hedge at its base and near the ground line.

There is nothing quite so effective for the boundaries of a lot, roadway or lawn as a hedge. It grows more beautiful each year, requires little care, and the first cost is its only cost.

If you desire a border or division line, use Thunberg's Barberry Honeysuckle, Spirea Van Houtte, or an evergreen hedge and keep it well trimmed.

If you desire your hedge for a screen, high-growing varieties should be used, and for this we recommend either Norway Spruce, White Spruce or Arbor-Vitae.

Very small city lots can be made wonderfully attractive; large lawns get their setting and division, farms their fences and general neat appearance—all from hedges, which in addition add greatly to the money value of the property.



Norway Maple and Amoor River Prune.

## Deciduous Hedges

### Privet Amoor River North

(*Ligustrum amurense*)

The hardiest Russian Privet. Light green leaves, upright growth; the only privet for hedge planting in northern latitudes. We find it much superior to any other variety. Is not subject to blight and is by far the best of the privet for hedge planting.

### Tartarian Honeysuckle

The Tartarian Honeysuckle is perfectly hardy and makes a very beautiful hedge. It can be trimmed to any height desired, and also may be used as a screen as it will grow to a height of 12 feet when not trimmed. For full description see Ornamental Shrubs. Can furnish either Pink or White, or part of each, at the same price. We advise planting 18 inches apart.

### Spirea Van Houttei

(For full description, see Ornamental Shrubs.)

This hardy Spirea makes a beautiful border where a low hedge is desired. It is hardy and easily transplanted. Plant 2 feet apart.



Barberry Hedge.

## Thunberg's Barberry

### GUARANTEED TO BE FREE FROM RUST.

There has been much said about the rust on the barberry and many people have been prejudiced against the *Berberis Thunbergi* from the fact that the common barberry is subject to rust. We will guarantee that the Barberry *Thunbergi* is not subject to rust and that it will pass inspection in any State.

A beautiful plant with drooping branches, spoon-shaped leaves, foliage is a brilliant green in summer with branches of a lighter shade. From early autumn until early winter the leaves are of a rich crimson and the branches are loaded with scarlet berries. Even in winter it is very attractive, as the berries stay on and the closely interwoven branches are thickly set with spines and never grow bare. We cannot recommend this hardy Barberry too highly for hedge planting. Barberry should be planted 18 inches apart and should not be trimmed.

### Snowball

(For full description, see Ornamental Shrubs.)

A hedge of Snowball bushes is very attractive and perfectly hardy. They should be planted 2½ feet apart.

## Evergreen Hedges

### American Arbor-Vitae

The American Arbor-Vitae is perfectly hardy, easy to transplant, and bears shearing better than any other variety. Compact in appearance, dark green in color, with beautiful fern-like branches. They should be planted 18 inches apart for a good hedge.

### Norway Spruce

The Norway Spruce is a very fast grower and where a quick hedge or high screen is desired it will prove very satisfactory. It is hardy, and will do well on a great variety of soils. One of the most beautiful hedges in the United States is to be found on the campus of the University of Ohio—see cut on page 29. We advise the 2 feet size, and they should be planted either 18 inches or 2 feet apart.

### White Spruce

The White Spruce, while not as good a tree as the Norway for Iowa, Minnesota or Illinois, makes a better hedge in Nebraska and the Dakotas.

### Red Cedar

My Red Cedar is the hardy northern variety and will not winter kill as the southern varieties do. The Red Cedar thrives well on any soil and will grow on a rocky hillside, where it would be impossible to grow any other tree. On account of the demand for this beautiful dark green Juniper orders should be placed early, as my supply is limited.

# INDEX

"NEVER SAW  
SUCH FINE  
TREES IN ALL  
MY LIFE."

Beaverton, Mont.  
Earl Ferris, Evergreen Specialist,  
Hampton, Iowa.  
Dear Sir:—I am writing this letter to let you know I received the nursery stock in fine shape that I ordered from you last spring. I never saw such fine trees in all my life. I expected a little box of 40 or 50 lbs. Imagine my astonishment to get a box weighing 400 lbs. of the dandiest trees I ever saw, which sure made me feel good to get such fine, large, well rooted trees. Considering the dry weather they are all doing exceedingly well.

You say in your catalog that you replace all trees that die at one-half price. Now, I will never ask you to replace the trees that did not grow, as you have more than done your part.

My brother got the trees from the station and was offered \$1.00 each for 50 of the pine. That was four times what they cost me. I puddled the roots in mud and planted at once. Rest assured that I will speak a good word for your nursery whenever I can.

Yours very truly,  
DORCY S. HIGHT.

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## WINDBREAK ADDS SEVERAL THOUSAND DOLLARS TO VALUE OF FARM.

Earl Ferris Nursery, Hampton, Iowa.  
Iowa Falls, Ia.  
Dear Sir:

Thirteen years ago I bought 1,000 evergreens of you and placed on my farm near Iowa Falls. Nearly every one of these trees are still living. They average good 20 feet high, and I believe are one of the best windbreaks in the State of Iowa. This windbreak adds several thousand dollars to the value of this farm—in fact, money could not buy them.

I am enclosing check for 500 more of your four times transplanted and four times root-pruned White Pine, which I am placing on another farm, and I believe that there is no improvement that can be made on a farm for so little money that will add so much value. Yours very truly,

STEWART STOCKDALE.

## WHAT THEY ALL SAY.

Mt. Pleasant, Ia.

Mr. Ferris, Hampton, Iowa.

Dear Sir:—I received my order all O. K. The roots were still moist and a nicer bunch of evergreens I never have seen. Got them planted in fine shape and it went to drizzling rain, and I sure think they ought to grow. Am returning empty crate today by express.

Yours respectfully,  
EMERSON BROWN.

## AGENTS' TREES COST TWICE AS MUCH AND DO NOT DO AS WELL.

Houghton, S. Dak.

Dear Sir:—I have planted your stock beside some stock of the same kind bought of an agent. I had paid him more than double the amount paid you and he could not tell the difference between the trees. Their raspberries died. I think this was on account of the acid in the land. You sell so much under the other people. Yours as ever, A. H. MENTZER

# EARL FERRIS NURSERY

HAMPTON, IOWA

*Evergreen Specialists  
and Growers of Other High  
Grade Nursery Stock*



PAY ONLY FOR TREES THAT GROW. SEE PAGE 7.